

COACH

The weekly for the coach industry

MART

Issue 621 £1

January 10, 1991

Inside: Coach Tours
& Excursions weekly



**Yeates 321: lighting up the way
for British coachbuilders?**

Carlton P.S.V.

STOP PRESS

Just in. 1986 MCW CUMMINS L10 ENGINE, 4 speed, full automatic gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, new MoT 17.9.91, resprayed all white, choice of paint. Now only one.

NEOPLAN

1988 Neoplan Skyliner, 77 seats, Gardner engine, ZF Automatic, radio/PA/cassette, TV/video monitor, VHS recorder, toilet, fridge, drinks. Stock No.0022.

1986/7 Neoplan Jetliner (Scania), 44/48 recliners, 10 speed gearbox, toilet, washroom, drinks machine, servery, rollo blinds, continental door, driver's bunk etc. Stock Nos 0043 & 0044.

1983/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock Nos. 9017 to 9023.

1983 Neoplan Cityliner (Mercedes), 49 recliners, 6 speed ZF, toilet washroom, drinks machine, sausage boiler, fridge, driver's bunk, continental door, courier seat, rollo blinds, MoT 16.05.91.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door, 6 speed ZF, toilet washroom, drinks machine, fridge, continental door, rollo blinds, drivers bunk, courier seat, MoT 13.05.91.

1982 Neoplan Skyliner (with cherished plates), well preserved and maintained, very recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc. This vehicle has been in regular daily use - a very clean example. Stock No.0004.

MAN

1982 SR 280, 47 recliners, Sutrak air conditioning, 6-speed gearbox, o/s centre power door, o/s centre

sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. Stock No.0008.

VOLVO

1984 VOLVO B10M Jonckheere P599, 49 recliners, toilet, coffee machine, continental door, double glazing, fridge, choice of 2. New MoT's.

1983 VOLVO B10M Jonckheere P599, various specification, 48/51 seats, toilet, coffee machine etc, choice of 4. New MoT's.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, automatic gearbox, power door, tinted windows, side lockers, MoT Dec 1990. Stock No.0012.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moquette and MoT Nov 90. Stock No.0014.

AEC

1977 PLAXTON EXPRESS, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No.0006.

SCANIA

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT April 1991.

BEDFORD

1981 Bedford YNT, 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes, reconditioned engine, new MoT Sept 1991. Stock No.M9014.

1980 Bedford PJK, 29 seater, Duple Dom, MoT 16.9.91. Stock No.0007.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette. Stock No.M9036.

LEYLAND

1983 Leyland Tiger 245 Plaxton 3500, 50 recliners, 6 speed ZF gearbox, N/S plug door, Telma, side lockers, double glazed windows, curtains.

1982 Leyland Leopard, 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome, MoT Feb 1991. Stock No.9033.

1982 Leyland Leopard, 12 metre Plaxton, 49 seats, semi-auto gearbox, toilet, coffee machine, side lockers, new MoT 16.08.91. Stock No.0010.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT 23.08.91.

1981 Leyland, 11 metre Plaxton, 53 seats (remoquetted), X'Press, side lockers, grey/red moquette, new MoT 29.08.91. Stock No.9013.

1981 Leyland, 12 metre Plaxton, 49 recliners, cream exterior, autumn tint moquette, new MoT 29.09.91. Stock No.9010.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

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LEYLAND 1984 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 50 recliners, courier, power entrance door, double glazing, brown stripe moquette, all white. CHOICE OF THREE

LEYLAND 1982 TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, green moquette, rear sunken toilet, continental door, double glazing, Webasto heating, driver's berth, aircraft style lockers to luggage racks, water boiler, fridge, TV/video wiring, cream/green.

LEYLAND 1981 (OCTOBER) LEOPARD PLAXTON SUPREME 11M, 53 str., re-trimmed grey/red moquette, power operated entrance door, cream/red.

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 str., brown moquette, power entrance door, all white.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired for TV. + video, silver/blue.

VOLVO 1983 (SEPTEMBER) B10M GT JONCKHEERE JUBILEE P599 12M, 48/52 recliners, centre sunken demountable toilet, continental door, driver's berth, courier seat, power entrance door, drinks machine, wired for TV/video, blue/white/yellow/green.

SCANIA 1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, grey/orange moquette, centre sunken toilet, driver's berth, TELMA, wiring for TV/video, water boiler, power entrance door, all white.

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DENNIS 1989 JAVELIN DUPLÉ 320 11M, 53 str., red/fawn moquette, tinted side windows, power entrance door, white/blue/orange.

FORD 1983 R1114 DUPLÉ DOMINANT IV, 53 str., brown moquette, power operated entrance door, tinted side windows, additional lockers, all white.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, re-trimmed - grey/red moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired for TV/video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

DAF 1983 SB2300 DHS JONCKHEERE JUBILEE P599 12M, 53 recliners, grey/red/blue moquette, continental door, white/maroon/orange/red.

BOVA 1988 (DECEMBER) FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners, grey/blue moquette, centre sunken toilet with continental door, drivers sleeping berth, courier seat, curtains, power operated entrance door, additional fuel tank, ferry lift, carpet to gangway, gold/yellow/brown.

BOVA 1983 EUROPA II Integral 12M, 49 str, (44 recliners + 5 fixed), red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

BOVA 1982 EUROPA II Integral 12M, 51 recliners, brown moquette, courier seat, power entrance door, curtains, TELMA retarder, white/blue/red.

BOVA 1982 EUROPA II Integral 12M, 52 recliners, red moquette, courier seat, curtains, power entrance door, cream/orange.

COACH

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January 10, 1991

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COMMENT

THIS week *Coachmart* becomes even better value for money - as if that were possible!

From today our sister publication *Coach Tours & Excursions* will appear within the weekly pages of *Coachmart*, making it the only complete coaching magazine. The change has been made firstly and most importantly because the vast majority of you (70 per cent) already operate tours both in the UK and Europe. And according to our research, this majority will get even bigger in the next few years.

Secondly, your need for news and information cannot be adequately served on a monthly basis - venues, hotels, ferry companies and many other suppliers are often able to offer special deals at short notice. And they need the voice of *Coachmart* to tell you what's on offer.

So, not only will your thirst for tourism news and information be quenched, you will also save money into the bargain.

IN another competitive attack on Scottish Citylink, Caledonian Express has once again reduced fares on its cross-border routes.

The National Express subsidiary's latest move comes in the same week that depressingly low PSV sales for 1990 are announced and just days after a major investor bought into the undoubtedly undervalued Plaxton Group.

All three events are connected.

Firstly, the fare war that Express has embarked upon is a symptom of a disease. Prices for coaching continue to tumble while costs - especially fuel - have rocketed. A Glaswegian can now go to London and back, a distance of 800 miles, for £22 by coach. Petrol alone for a car journey would be twice as much. British Rail's return adult fare is - at £65.60 - three times as much.

Coaching is already too cheap, and in danger of being cheapened - in the literal sense of the word - by ageing fleets. Investment capital for new coaches is getting harder to come by. That is clearly reflected in last year's appalling sales.

There is hope. The importance of buses and coaches in easing our worsening congestion is gaining more and more recognition. There is also a powerful green argument.

Perhaps these two factors have convinced Peter Cundill & Associates to buy into Plaxton. Long term, they may see a future which the pessimists have missed.

Sadly, many operators will not last long enough to enjoy that future. Those that do will be the ones who, every year, update their fleets. These are the operators who work for realistic rates, not the rates quoted by the kerb-sider down the road.

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■ AWARDS

Police praise bus safety

POLICE had praise for both buses and drivers during a safety award ceremony in Kent.

Chief Inspector Stuart Donaldson said buses had a remarkable safety record, and the contribution made by Kentish Bus drivers - who had clocked up 3 million miles' accident-free driving - would encourage use of public transport.

'It is also important to realise that buses' emission of toxic pollutants is lower than that of cars, and they cause a lot less traffic congestion in the town centre,' said Chief Inspector Donaldson at a Northfleet presentation for the Road Operators' Safety Council.

Drivers from Kentish Bus depots at Dartford, Northfleet, Dunton Green and London received awards from the senior policeman.

■ COMPANY CLOSURE

B-Line collapses

SHROPSHIRE minibuses firm B-Line ceased trading last month leaving local operators to pick up the contracts for its largely rural tendered services.

The company is believed to have got Rural Development Commission grant aid to buy some of its vehicles, and it is likely that some of this cash will be returned under the RDC's clawback arrangement. No-one at B-Line was available for comment.

Operators to benefit from re-tendering for the work are Boultons, Butters Coaches, Llansilin Motors, Minsterley Motors, Novahire, Owens Coaches, Russells, and Williamsons Motorways.

■ TAKEOVER

Ellen Smith tours sold to municipal

MUNICIPAL company Rossendale Transport has bought long-established coaching operation Ellen Smith Tours.

The Lancastrian family-run business is to be run by Rossendale virtually unchanged, with current partners Eric and Marjorie Smith acting as part-time consultants. Included in the deal are all 14 coaches, but not the Wardleworth garage depot and office.

'Marjorie and I are both at an age where we would like to retire, and there is no-one in the present business to hand over to,' said the firm's major shareholder Eric Smith.

'In looking for a buyer we were determined to sell to a company that had a long history and reputation of service

together with a sound financial background. Rossendale were able to give firm guarantees about the future employment of our staff.'

Rossendale is honouring Ellen

Smith Tours' bookings, and offering the 1991 tour programme through its travel offices in Rochdale, Bury and Rawtenstall.

Rossendale managing director Len Green takes on Ellen Smith

Tours in addition to his normal duties.

● Rossendale operates 95 vehicles, including coaches run under the Rossendale Coach Hire banner. It employs 200 staff.



Ellen Smith Tours sold: but the Wardleworth garage stays in family hands.

■ PLANNING

Motts start new planning attack

MOTTS of Aylesbury is hoping a two-part planning application will end a long-running battle with the council and residents.

The company's site in Station Road, Stoke Mandeville, badly needed better workshops, said general manager Chris Mott. But a year after making plans for an extension, planning permission still has not been granted.

'Many objections come from residents whose houses were built after our depot,' said Mr Mott, whose company has been trading in the area for 30 years.

Residents have complained that the extension will cause traffic congestion and pollution, and endanger the safety of motorists and pedestrians - a claim refuted by Mr Mott: 'The idea has been to make our workshops more efficient. This is more of a consolidation than expansion.'

But Motts has now offered the olive branch with another planning application for the former J & K Coaches site at Kingswood, bought by Motts a year ago. The move will assure the council that any fleet expansion will see vehicles swallowed

by this site.

'As always we are at the hands of the planning department,' said Mr Mott. 'We have made several attempts to go on to industrial land, much of which is owned by the council. But it costs a fortune for what amounts to

some coach parking. These industrial sites are rented, are leasehold, and the cost is colossal.'

● What planning problems have you had? Tell *Coachmart* by letter, fax, or 'phone 0733 63100.

■ OBITUARY

Bill Jones

SUNBURY Coaches founder Bill Jones passed away shortly before the New Year after a sudden illness. Bill (70) set up Sunbury Coaches in 1961 after spending ten years as a driver. His first vehicle was a Bedford OB, but the fleet has now grown to ten coaches. He leaves a wife, Joan, and three sons. The business will continue to be run by the Jones family.

■ BUY OUT

■ BRIEFS

THE RoSPA International Safety & Health Exhibition and Congress will be held at the NEC from June 18 to 20. It will cover most aspects of health and safety in the transportation business: emergency equipment, working environment, education and training. Tickets are free from Centre Exhibitions at the NEC. Tel: 021 780 4141. Ext 2412.

MUNICIPAL operator Cardiff Bus has put up fares in the city by an average of between 10 and 11 per cent. Two new tickets are also being introduced: an adult peak day return for the two outer fare zones and a flat 12 pence single journey for pensioners and the disabled will now operate on Sunday as well as after 5.30pm on Thursdays. Cardiff Bus says it has been hit by high inflation and large increases in diesel prices.

BADGERLINE'S Thamesway subsidiary, formed out of the division of Eastern National, has ordered 50 Reeve Burgess midibuses for a major restructuring of its services in south Essex. 'We believe this will lead to a growth in bus use in the Southend and Hadleigh area,' said Thamesway managing director, Peter Edwards. The new buses are 23-seat Beavers on Mercedes 709D chassis. Thamesway already runs 24 similar vehicles on LRT contracts.



TO commemorate 100 years of bus, coach and truck manufacture, Scania is fitting every vehicle produced this year with a brass plaque. The plaque features the horn symbol which has been associated with past Scania anniversaries. Founded in Sodertälje in 1891, Scania has been represented in the UK since 1964. The first Scania buses entered service in the UK at the start of the 1970s.

Hong Kong firm buys Ensign Bus

ENSIGN BUS has been bought by Hong Kong Citybus holding company CNT, as predicted last year.

The service bus operation of Ensign, based in Dagenham, becomes the first UK commercial interest for the CNT Group, chaired by Chinese art collector Mr T. T. Tsui.

The company will continue to be run by current managing director Leon Daniels, but will not include the London Pride Sightseeing operation or Purfleet-

based Ensign Bus Sales and Engineering.

The deal takes in the Dagenham premises, Ensign's fleet of around 83 buses including a large number of double-decks, and the new company - Ensign Citybus - will be providing new offices for administrative and accounting staff.

'Buses will continue for the time being in the existing blue and silver livery,' said Mr Daniels, 'The new company will concentrate on consolidating and

increasing its LRT contract involvement.'

Hong Kong Citybus' UK resident director John Clymo said: 'We will be interested in expanding bus operations in this country not only through Ensign but by further acquisition, if suitable opportunities arise.'

● The CNT Group operates more than 100 Leyland Olympians in Hong Kong. Most are express services for commuters, and all are coach-seated, air-conditioned vehicles.

■ COACH

Reading Transport targets coaching

READING Transport plans a 60 percent growth in coach business with a target of 11,000 passengers this year travelling on its coaching arm, Goldline Travel.

And with its new managers for Goldline, coaching manager Hillary Dellar-Lane and traffic operations manager Colin Thompson, hopes for further market growth.

Managing director Rod Wilson told *Coachmart*: 'In the Thames Valley there is a substantial market. The number of retired people is increasing, and an increasing



number enjoy the comfort and security of coach travel.' Goldline - used for Reading's X1 London express service - is targeting the tours and excursion market. Four Leyland Tigers used on 1990 excursions will be replaced by up to three new DAF or Scania coaches which will join a 1990 Scania

Van Hool.

Keith Horseman, managing director of Reading's largest coach operator, broadly welcomed Reading Transport's initiative: 'If they can stimulate the market that is good for all - so long as commercial disciplines are recognised with Goldline's pricing policy.'

■ TENDERS

Fines for WYPTA contractors

TENDERING authority West Yorkshire PTA is to clamp down on operators running unreliable county bus services.

A special working party has been formed to look at the performance of bus services in the county. Public subsidies could be docked as a penalty

if buses are consistently late or cancelled.

The PTA is turning its attention to bus services after taking financial action against British Rail for supplying a below-par service. Last year, the authority agreed to withhold part of the £10.5million annual grant it pays BR for

running local trains.

● WYPTA may cut minibus services run by Yorkshire Traction in Elland after surveys revealed that few, if any, passengers use them. Passengers will be consulted before any cuts in the six minibus routes, which cost more than £24,000 a year to subsidise.

■ MMC INVESTIGATION

Stagecoach ordered to make second company sale

STAGECOACH has been ordered to negotiate the sale of part of its Hastings area operations following a Monopolies and Mergers Commission investigation.

The Perth-based company headed by brother and sister Brian Souter and Ann Gloag faced a similar sale order after acquiring Portsmouth CityBus - soon to be sold to Harry Blundred's Transit Holdings company.

This decision has now been mirrored by new trade and industry secretary Peter Lilley after the MMC investigation into Stagecoach's acquisition of Formia Ltd, holding company for Hastings and District Transport. The MMC was explicit in its recommendations, and concluded that the sale of H & D would not be appropriate.

The MMC suggested Stagecoach should agree to undertakings with East Sussex County Council to limit scope for overpricing tenders in the Hastings and Bexhill areas. Selling HDT would disrupt bus services with no guarantee that competition would improve.

However, Mr Lilley has gone against that recommendation. He has ordered talks between Stagecoach and Office of Fair Trading director general Sir Gordon Borrie with the object of a forced sale of parts of the Hastings business 'able to afford competition.' Talks must be concluded by the end of February.

'We have only just received the report,' said Stagecoach's Southdown managing director Brian Cox. 'We will be carefully considering our position, and no doubt will be having an early meeting with the OFT.'

■ NEW PREMISES

Thomas Coaches is on the move

THOMAS Coaches of Rhondda is to move its operation into Porth this year as it gears up at the former National Welsh depot.

The Welsh operator, currently based at Tonypandy, says it will not be expanding despite acquiring space for 60 to 70 vehicles in September, when it bought the Aberhondda Road depot.

Instead, proprietor Glyn Thomas told *Coachmart* he will concentrating his effort into continuing with shuttle, tour, private hire and contract work while building a business based



Thomas Coaches: concentrating on shuttle, tour, private hire and contract work.

around the 3.5 tonne testing station formerly run by National Welsh at Porth.

'We will have the only test station for vehicles up to 3.5 tonne in the Rhondda,' said Mr Thomas. The only other test station is run by the Department of Transport in South

Wales, he said.

Thomas disposed of one of its two Tonypandy sites last year, but says the remaining Service Station site will continue to be used for parking. All 24 PSVs - including six double-deck service buses and four double-deck coaches - will be shifted to Porth this year.

● The first 1991 Yeates 321s - two of the former Duple 320 type on Tiger 290 chassis - will be delivered to Thomas Coaches at the end of the month. The coaches will be equipped with toilet, 'fridge and video by the Volvo outlet ready for tour work.

Glyn Thomas said the Tigers will fit in well with the mixed fleet, which also includes Bovas and Scania's. The chassis was well-liked at the company.

● Find out how good the Yeates 321 package is by reading the full road test starting on page 21 of this issue.

■ BRIEFS



● BUSWAYS has taken delivery of the first ten of its new Leyland Olympians with Northern Counties bodywork.

An order for 20 at £100,000 each was placed last year. Each has the Cummins 180 bhp power unit with fully automatic ZF gearboxes and integral retarders.

Bright Tech destination panels are fitted to front, rear and sides, with DiPTAC features throughout.

● TAYLOR Lightfoot Transport Consultancy has been taken on to review Nottinghamshire's community transport and produce a strategy for the next ten years.

The council spends £250,000 a year on its current programme, but expects a 50 percent growth in over-85s by the year 2000.

Studies are expected to take four months and cover dial-a-ride, voluntary car sharing and other community transport.

● YORKSHIRE Rider drivers who refused to drive through Leeds' notorious Halton Moor area at night now have £5,000-worth of anti-assault equipment on their vehicles. In a bid to improve loadings, Rider is offering free bus travel to Halton Moor residents.

■ NEW COMPANY

Scottish bus firm mystery

MYSTERY surrounds the birth of a Scottish bus operation set up in Kilmarnock in direct competition with Western Scottish.

Goldline Travel is believed to be a branch of the Renfrew business run by partners William Hewitt and Bill Mitchell - both former Western Scottish employees.

The firm - to be based at Moorfield Industrial Estate - already has a new 18-vehicle licence registered at its Renfrew address but has been advertising in Kilmarnock to recruit 20 drivers.

Mr Hewitt was a union official at Western's Paisley depot two years ago, while Bill Mitchell was one of Western's area managers.

Western Scottish managing director Alan Wilson dismissed suggestions that the new firm was an attempt to devalue his company just after being put on the market by the Scottish Transport Group: 'It is inevitable

that rumours like these are spread,' he told *Coachmart*.

● Western Scottish's ESOP management/employee bid is still being formulated by consultants, said Mr Wilson. He said the

2,000-strong workforce were strongly in favour of the plan.

Bidding is not expected to be concluded for some time, with the eventual sell-off announcement due to be made in Spring.

■ NEW COMPANY

Worthen manager starts company

SHREWSBURY and Welshpool operators have got a new neighbour in the shape of King Offa Travel Services.

The four-vehicle business is the brainchild of former Worthen Travel traffic manager Val Jones, who achieved a lifelong ambition when a vacant site came up for grabs.

King Offa started its first commercial service last week, serving villages around the two Shropshire towns with Leyland Leopards. The three vehicles will be maintained by partner Brian Davies, who also worked for Worthen Travel. Other work includes two school contracts in Powys and National Express relief

coaches.

'We are waiting for a Rapide-specification Tiger, which will be ready around Easter,' said Val Jones, who is using her house at Westbury as an office.

She said the owner of her depot site at Stretton Heath was building a new workshop, and she was hoping to add to her staff.

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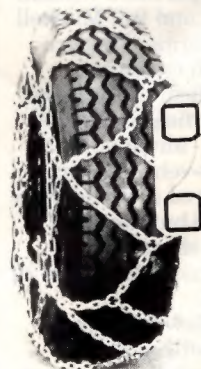
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■ COMPANY
SALE**Storm over
SYT funding
for Supertram**

ROWS are brewing over plans to sell South Yorkshire Transport to partially fund Sheffield's £213 million Supertram scheme.

Transport minister Roger Freeman has announced £115 million Government backing for the scheme but councillors in South Yorkshire areas outside Sheffield are opposing the plan. They claim any returns from the sale of SYT should be spread around the county, which has provided subsidies over the years. It should not be used solely to solve Sheffield's public transport problems, they say.

The ESOP sale of SYT had been held over pending the results of SYT's appeal against the Monopolies and Mergers decision it should sell newly-acquired Sheffield United Transport. SYT claims its operational area is not a significant part of the UK in the meaning of the Competition Act and is waiting for a judicial review.

'This situation means the ESOP purchase has to be delayed because it is not yet clear what we are buying - quite apart from the issue of what concrete assets will be bought, if they are to be sold, of whether the sale will be of the company's goodwill only,' the spokesman added.

SYT proposes an ESOP purchase, in which management will own 45 percent of the equity, the workforce 45 percent, with the balance held in an ESOP trust.

■ TAKEOVER

Greenslades sold to Charlie Hookway

MEETH-based Hookways Pleasureways Coaches has 'rescued' troubled Greenslades Tours of Exeter.

The established Exeter operation - sold to Nigel Robertson in 1989 - faced problems meeting payments to its original owner Paul Nightingale, who was leasing the premises and most vehicles to Mr Robertson (*Coachmart* 615, November 22).

Greenslades appealed for a rescue, claiming the volume of business

planned for this season made a takeover possible. Mr Robertson claimed £75,000-worth of advance bookings and potential for £0.5 million turnover this summer.

Following the sale of just the name and goodwill to Hookways, the company will trade as 'Hookways inc Greenslades', although from the same rented site on the Pinhoe Trading Estate. All bookings taken by the former company will be honoured by Hookways

and many of Greenslades office staff and drivers will be working for the new company. Hookways' coaches will be used.

'There are not many coach operators in Exeter, so the potential's there,' said Hookways' proprietor Charlie Hookway. He added the company's catchment area for its own British and continental tours, which includes a tour to Hungary this year, had widened prior to the purchase.

West Country pick-up points cover Wiltshire, Dorset and Avon, as well as Devon and Cornwall. Its mixed fleet of 17 coaches will be interworked between both sites.

Five coaches are currently based at the Exeter site, and will work on Hookways subcontracts as well as its own tours. Other work includes private hire and excursions along with some of Greenslades' British short-breaks programme.

■ RECEIVERSHIP



Craiggs wound up

H E CRAIGGS faced the receiver on Christmas Eve, after 72 years of coach and bus operation in Northumberland.

John Travers of accountants Haines Watts was called in by the Cooperative Bank because of a deteriorating financial situation. A meeting of creditors will be held on January 23, and a shareholders' meeting will be held before the end of the month to vote on a decision to liquidate.

Early last year Craiggs sold its Amble, Shilbottle and Broomhill local services to Northumbria Motor Services and handed in school contracts. The firm looked for specialisation in UK and continental tours, excursions and private hire with six leased 49-seat executive coaches - three DAFs and three Setras, now

returned. When the business folded 10 full size and two minicoaches were operated from Craiggs garage at Radcliffe near Amble.

William Craiggs, grandfather of the present directors, started with horse-drawn vehicles in 1919. The business stayed in the Craiggs family, passing to William's son Henry and then to his sons.

■ COURT

Clayton Jones' firm fined £1,500

CLAYTON Jones entered a plea of guilty on his firm's behalf to charges of running a bus with defective brakes in a final twist to the 1989 tragedy which left a passenger paralysed from the neck down.

Mr Jones had his operating licences taken away after a

driver working for his firm Shamrock Private Hire (Newport) Ltd lost control of a vehicle in Ynyshir, hitting a stationary minibus, a goods vehicle and virtually demolishing Ynyshir library. The driver was jailed for reckless driving.

In defence of Mr

Jones' company, solicitor Gareth Jones told magistrates at Pontypridd that the accident had occurred despite a double-edge safety check, and the insistence that drivers notify all defects.

Shamrock Private Hire was fined £1,500 and ordered to pay costs of £100.

■ MANUFACTURING

Investors buy into Plaxton

THE RECENT hike in Plaxton shares, which put on 35 pence in a week to hit a peak of 85 pence late last year, was caused principally by a Canadian investment company buying into the publicly quoted bus builder.

The company, Peter Cundill & Associates, is generally regarded in the City as a long term passive investor, which specialises in taking positions in companies undervalued by the market.

'Heavyweight, long term investors taking a favourable view of PSVs in the UK and Europe during the 1990s are very welcome to join the Plaxton share register,'

said Plaxton chairman David Matthews.

Cundill now owns 7.7 percent of Plaxton stock. Mr Matthews owns 7.1 percent, making him and Cundill the two biggest single shareholders. Plaxton Retail managing director Colin Cowdery owns 4.98 percent, and former chairman Eric Plaxton owns 6.5 percent.

Other major shareholders are Commercial Union, Standard Life, Govett Strategic Investment Trust, The Royal Bank of Scotland and the TSB. As *Coachmart* went to press, Plaxton shares had slipped back to 67 pence each.

■ MANUFACTURING

1990 PSV sales are fourth lowest

SALES of new coaches and buses dropped by over 13 per cent in 1990 to give the fourth lowest annual total since 1975, according to the latest figures from SMMT.

There were just 2,630 PSVs sold in the year - a figure which bucks the last three years' trend of steady growth. Last year, 3,034 vehicles were sold. Only 1985, '86 and '87 totals were lower - at 2,511; 2,141 and 1,989 respectively.

PSV sales in December last year were down a further 20 per cent at 74 on the same period in 1989.

Among the major players in the market, the only improved sales performance during 1990 came from Dennis and Scania.

Dennis was the most impressive performer of the year, taking market leadership again in December and selling a total of 398 vehicles during the year, up over 63 per cent on 1989's 244. Scania sold 211, up over 45 per cent on the 145 registered in 1989.

All other coach and bus makers, except Iveco Ford, listed by the Society of Motor Manufacturers and Traders lost sales.

Leyland Bus sold 819 vehicles against the previous year's 1,074 - a drop of nearly 24 per cent. Parent company Volvo's sales dropped nearly 13 per cent in line with the market from 771 to 672.

However, Leyland and Volvo continued to dominate the market as number one and two biggest

sellers respectively. Between them the two companies' products accounted for over 56 per cent of the 1990 PSV market.

DAF's 1990 sales dropped over 27 per cent, from 263 to 191. Confusingly, SMMT now lists United Bus stablemate Optare as MCW/Optare, which largely accounts for a massive drop in sales - from 249 to 57.

The first half of 1991 is unlikely to show a marked improvement, say many

manufacturers. High interest rates continue to bite and industry experts say recovery - assuming the rates are cut as inflation falls - will take several months. Additional fuel costs and uncertainty created by the Gulf crisis are still having an adverse effect on operators.

VL boss Sandy Glennie issued strong warnings towards the end of last year that forward orders for 1991 were at worryingly low levels.

■ USED SALES

Late models start to move

HISTORICALLY, the last month of any year produces few used coach sales. And December 1990, with no signs yet of any change in our economic climate, was no exception.

While most sales generated in December were from the lower end of the market, we are beginning to see some in-roads being made into the late model, low-mileage sector.

Operators are still very reluctant to commit themselves to the purchase of vehicles, although - and it is well worth repeating - there has never been a better time to buy.

Could it be that, with

high interest rates prevailing, the return on investment in a later model coach cannot match the return received from the bank or building society? Or is it that over the years, operators have not paid enough attention when pricing work and no allowance has been made for fleet replacement programmes?

It may well be the latter, judging by the number of operators reducing the size of their fleets in an effort to raise capital and reduce costs. This may not be a bad thing, for it is clearly apparent that until the number of

vehicles available is reduced, operators will not be able to get the right price for work and until this is done both the new and used coach markets will continue to decline.

1990 has for everyone been a year of learning and change; learning how to survive under the restraints imposed by our economic climate and changing attitudes and policies to become more professional and efficient. This also applies to your fleets, so now is the time to reduce fleet sizes, if necessary. But above all, now is the time to reduce the age profile of your vehicles.

1990 PSV Sales League

Position	Maker	1990 sales	1989 sales	% change
1	Leyland Bus	819	1074	-24
2	Volvo	672	771	-13
3	Dennis	398	244	63
4	Scania	211	145	46
5	DAF	191	263	-27
6	Optare	57	249	na
7	Duple	19	24	-21
8	MAN/VW	6	0	na
	Iveco Ford	6	4	50
Totals		2630	3034	-13

Source SMMT.

STARTS ON PAGE 31... SIX PAGES OF COACH TOURS & EXCURSIONS STARTS ON PAGE 31...SIX PAGES OF COACH

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Robinsons expands its tour fleet for '91



ROBINSONS of Great Harwood is expanding its tour fleet for 1991 with a fourth successive order for DAF.

Its 1991 holiday programme is its largest ever. New arrangements include a nine-day Rhine Valley tour, a first-ever tour to Ireland, nine days to Noorrdwijk and 13 days in Santa Susanna or Lugano. Increasing demand for travel to Eastern Europe is to be met by tours incorporating Budapest, or Prague and Berlin.

Extra five and six day early and late season UK trips have been included together with a new venture into four day short excursions.

Robinsons' catchment area has been extended to cover mid-Cheshire and a larger

part of Yorkshire. Meanwhile, agents are offered an improved incentive commission scheme.

The new vehicles from Hughes DAF are seven DAF MB230 LT/Van Hool Alizee coaches finished in the tour operator's distinctive green and black livery.

Specification includes ABS, Telma retarder, VDO speedlimiter with cruise control and suspension raise and kneel. The Van Hool Alizee bodywork seats 51 plus courier, centre sunken toilet/washroom and double glazing.

Three Leyland Tiger/Caribbean IIs have been retained, bringing fleet size up to 32 - coach holidays account for 90 percent of work.

Dunn-Line's new delivery

ONE of the last 11 metre Dennis Javelins with Duple 320 bodywork is the first coach to receive Way Ahead livery. The coach will be used mainly on contract for concert work from the Nottingham area.

It is one of a pair of new 55-seaters for Dunn-Line of Nottingham.

The other vehicle is painted in Dunn-Line livery for UK tours.

Dunn-Line has been in business for six years. During this time turnover has increased from £100,000 to £1.7 million.

The two Javelins continue fleet expansion which has seen an additional five coaches during the past year take fleet size up to 25.

Managing director Bob Dunn was impressed with fuel economy on a Javelin supplied by Yeates in June

He then selected Javelin to meet a need for two high-capacity coaches for UK work.

This time the coaches came from the remaining stock held at the former Duple works in Blackpool.



Daves dilemma

DAVES Travel is a new coach operator for central Lancashire. Purchase of its first PSV highlights the dilemma facing O-licence applicants.

Partner Steve Tole related it to being between the devil and the deep blue sea: 'We needed a vehicle available to earn money as soon as possible, but couldn't take the risk of buying even though we had been warned that it might take eight weeks before our licence was granted.'

Fortunately supplier Kirkham Minibuses was sympathetic and agreed to hold the Leyland DAF 200 series 15 seater until the two vehicle licence was granted by North West traffic commissioner Martin Albu.

Mr Tole joined Dave Orme's taxi business from the army where he got a CPC. The men formed a partnership - Daves Travel based in Leyland, Lancashire.

Three four-seater Hackney cabs, a seven-seater hire car and an eight-seater Peugeot-Talbot were already owned. Consequently some advance bookings could be taken with minimal risk.

Although a 1990 Kirkham conversion, the Leyland DAF was new in 1986. Mr Tole



explained that it was necessary to find a minibus at the right price. He has considerable experience of the Sherpa derived vehicle and its Land Rover engine from his army days.

Administration is from an established office over a car dealership where parking is available in the used-car lot. Maintenance is contracted out to a self-employed fitter.

Up-seating the Peugeot-Talbot to 11 gives the business two PSVs for private hire and social service work. School contracts start with the new school term.

The company hopes for a spin-off from the social services' contracts with days out to the Lake District and wants to expand into Blackpool airport-transfers. Existing work takes customers to Birmingham, Manchester and Glasgow airports.

You've been buying...You've been buying...You've been buying...You've been buying...

DAF is best for Brittains



Algarve-bodied DAF SB3000: road tested in Coachmart 603.

BRITTAINS of Northampton now owns Salvador Caetano (UK)'s demonstration Algarve-bodied DAF SB3000 as road tested by *Coachmart* on August 30 last year.

The 288 bhp powered coach with eight-speed ZF gearbox is Brittains' second executive spec coach.

A DAF SB2300 with Caetano 3.35 coachwork was acquired last August to test the market.

Director Walter Cunningham told *Coachmart*: 'Following the try-out we decided we

needed two of the same calibre.'

Brittains' fleet increased by three to 12 during 1990 and after trying a number of tours last year, a tour programme is being promoted for 1991.

The Caetano 3.55 coachwork is as tested by *Coachmart* with 49 reclining seats. Specification includes courier seat, centre sunken toilet, continental door, driver's berth, tinted windows, full draw curtains, Blaupunkt radio/PA/cassette, full soft trim and carpet.

Optimos for NE

ORDERED before seen, Garnett's Optimo IIs are some of the first for a North East operator.

General manager Malcolm Garnett told *Coachmart* that very satisfactory experience with two F-registered Optimos gave the Bishop Auckland company the confidence to go for the new vehicles. West Durham Coach Sales supplied one coach to order and a second from initial dealer stock.

Since being photographed on delivery, the pair of 21-seaters have been very busy despite private hire rates nearly matching those achieved for Garnett's three full-size executive Van Hool-bodied coaches.

Mr Garnett said: 'Our continental rates nearly match big coaches and for London executive hire we've known better rates with the smaller vehicle.'

He reports a high level of repeat business for the Optimos which are equipped with TV/video, drinks machine and PA/radio.

Explaining the lack of a clear differential between full-size and mini-coach rates, Mr Garnett said: 'All the rates are wrong in this area because people are not doing it right.'

'Minicoach prices have not been pegged down yet. Once customers have accepted the rate they don't challenge it the second time round.'



Eavesway praises Van Hool delivery

THE first DAF SB3000 DKX for the UK is being shipped from Van Hool to Eavesway of Ashton in Makerfield.

Specification on the DKX includes 343 bhp engine, ABS and an easy-shift gearbox - another first on a UK DAF.

The 57-seater coachwork for Eavesway includes toilet, video/TV and drinks machine.

It joins the eight-vehicle fleet which is increasingly specialised on the

DAF/Van Hool combination.

Another notable vehicle is Everton Football Club's team coach with Van Hool bodywork on DAF MB230 chassis.

Mike Eaves told *Coachmart*: 'The bodywork is just about the best you can buy - first class quality.'

'The factory are very good and flexible.'

Eavesway finds the DAF chassis very good on cost, economy and back-up.



Where there's muck...

GEORDIE bus drivers are not as green as they could be, according to a newspaper reporter.

Go Ahead Northern's Worswick Street bus station is the scene of much coughing and spluttering as passengers apparently suffer the consequences of drivers leaving engines running as they stand in the bays.

Scribe Mike Jamieson - environmental journalist of the year - says the health risks include cancer from the soot particles, bronchitis from the nitrogen oxides and asthma from the hydrocarbons.

Mr Jamieson may be right in drawing the conclusion that drivers should switch off during



long standing times, but has not grasped the basic problem. The passengers who complain about the fumes are the same ones who complain when the fares go up.

But if the fares don't go up, bus firms cannot afford replacement vehicles with such things as particulate filters and catalysers...



Stagecoach: Hampshire Bus subsidiary is now using a stretched Alexander Olympian on a housing estate route.

●THAMESDOWN'S problems with much-loved double-decks - chronicled on this page before Christmas - has clearly been heeded by Stagecoach's Hampshire Bus.

As readers will recall, Thamesdown faced the wrath of such formidable opponents as expectant mothers when it swapped double-decks for minibuses on a local housing estate. Swindonian females kicked up a stink and demanded the double-decks back.

Thamesdown boss John Owen is clearly a married man, since he immediately backed down before serious damage resulted.

Stagecoach has gone one step further, as our roving lensman revealed when he visited a Basingstoke housing estate. Not only have Hampshire Bus kept double-decks on the route, they have put out this stretched Alexander Olympian.

Readers will note that it is carrying half a dozen passengers.

'Paramount



"Our fleet is 100 per cent Plaxton and has been for the last 30 years. We've looked at other bodies but see no reason to change"

Paul Tappin

Paul Tappin Managing Director Tappins Coaches



"For our continental operations we wanted high quality double-deckers. Plaxton met our specifications exactly - right down to the most complex paint schemes we've ever used"

J. C. Martindale

John Martindale Director Martindales Coaches

– it speaks for itself'...



"Why do we buy Plaxton? Value for money, quality, parts availability – they look after us well"

Patrick Barton

Patrick Barton Managing Director Barton Transport, Maynooth



"Everybody knows we expect our coaches to work hard and have high resale values. Experience has shown us that the Paramount is the one body that meets these needs"

Douglas Park

Douglas Park Chairman Park's of Hamilton



"Image, and the quality to back it up, are essential to our operation. The people at Plaxton realise that and produce coaches to match our own quality"

Chris Van der Waals

Chris Van der Waals Director Frames Rickards



"Service says it all. From the moment they take our order through to the back-up we get when the coach is in operation. The company and their products serve us well"

Richard Bates

Richard Bates Managing Director Scotland & Bates

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Quality not quantity is the key to success

From a Bemused East Anglian Operator

SIR

Carol Clarke's letter in *Coachmart*, November 22, has since stirred quite a lot of response to her cries of rate undercutting and poor return in her accounts.

Most of the unnecessary and damaging rate cutting is done in the cause of expansion. But what's wrong with remaining small, consolidating on what you've got by offering a quality service. And achieving better rates for less work.

The main problem with any business which expands too quickly while being under capitalised is that you tie yourself into finance agreements which you can't get out of. The finance houses are the only ones who benefit while the business wheels must turn for virtually nothing just to survive!

Success can be achieved not only by expansion but by

contraction and consolidation.

Select your marketplace, define what area you enjoy operating in and stick to it. Chasing work in every type of operation leaves you less time to concentrate on what you enjoy and make money from.

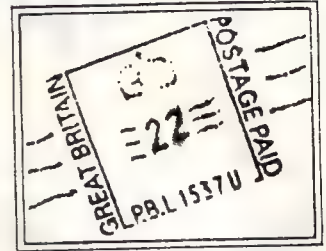
We, like many others, once chased work from the tour operators who used us for the fools we were. Hundreds of miles of pick-ups, thousands of miles on the continent for 50 pence per mile if we were lucky. Not any more.

Yet, many of you out there still work for those tour operators who tell you the price they want your coaches for instead of asking you what price you will do the work for and when you require payment.

We admire coach operators like Flights of Birmingham. Geoff Flight will not allow his coaches out of the depot on a private hire without payment in advance. He has learned the hard way and resolved his terms of business accordingly.

All you coach operators who

Send your letters to:
The Editor, *Coachmart*,
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Wentworth Street,
Peterborough PE1 1DS
Or by fax: 0733 62656



The Editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

are still lining the pockets of the tour operators at your expense are living on borrowed time.

Reduce your fleets. Concentrate on quality not quantity. Ask the correct price that you need to get a decent return and stick to it.

Only by doing that can we educate the public that they have been getting too much for too little for too long.

The tour operators who for too long have been offering under price holidays in newspapers at the expense of coach operators must raise their prices for the good of the industry as a whole. 1992 will soon be here.

Mouse Trips of Saffron Walden are planning to move 3,000 people every day to Euro

Disney World in 1992 onwards. They can't do it without our coaches. What price will you do it for?

Some fools will accept 1989 prices no doubt. But we must be ready as a body to do the job properly at 1992 prices and no less.

We are tired of hearing about medium sized operators who have expanded rapidly from pure greed moaning about the small operator who has lower overheads doing exactly what they did in the first place to get established.

Competition is still part of the game. But prices must rise or companies will continue to go under.

A BEMUSED EAST ANGLIAN OPERATOR

Port of Ramsgate customs officers blasted

From Stan Bacon

SIR

I am writing to complain about the disgusting treatment we received on our return journey from Dunkerque hypermarket to Ramsgate.

Most of our passengers were 70 to 80 years old, with two severely disabled, wheelchair-bound women. This was just a normal shopping trip arranged by Sally Line as a special concession. We arrived back from Dunkerque at around 19.00 hours. We were the only coach on the ferry.

As requested by customs, I took the two passports of the invalids plus the driver, who is my son, and mine into the immigration department and received clearance. I then instructed all the passengers to take all their shopping off the coach and go through the custom hall. This they duly did.

Then five customs officers started questioning me. One

asked for my son's passport and my own and then disappeared with them without a word.

This is the first time in 30 years of driving that this has happened to me. Why?

Later the customs officer returned and quizzed my son about a Tunisia stamp on his passport - he went there with his family last January on holiday. The officer then said that a dog would be put on our coach with dog handler. This dog leapt from seat to seat in a wet, muddy condition. Every seat and headrest cover was made wet and dirty.

It also caused dire distress to the two invalids - ladies left on the coach with the dog jumping around them.

I complained about this treatment and explained that I was the owner of the coach company and that we had not visited any town in France, only the hypermarket. I told them that my elderly passengers were waiting outside the gates in the rain

with the temperature down to freezing.

They just smirked and stood around. The dog also scrambled and sniffed over the food that my son and I had purchased.

After they were satisfied all was OK, they made no apology and gave orders for the gates to be opened.

This is the third time we have suffered hardship with these customs people at

Ramsgate. Never have we been humiliated at Dover. Why is this so?

This kind of treatment must stop. What happens when the Channel Tunnel opens? Will they have packs of dogs standing by?

STAN BACON
A C TRAVEL
NORTHFLEET
KENT

Who pays for council's stunt?

From Bill Potter

SIR

On page 22 of *Coachmart*, December 13, is a photograph and caption 'Graffiti: cleaning off the artists' work should deter them.'

This is in complete contrast to the previous week on page 9 where quite clearly Surrey County Council and at least one MP think graffiti is wonderful and should be

encouraged.

How much of the money from BCC's Buses Means Business initiative will be swallowed up cleaning up after Surrey County Council's irresponsible stunt? Or should that county now forfeit its share of the funds to reimburse other operators who suffer copycat actions?

BILL POTTER
WELLINGTON
SHROPSHIRE

Look out for new repair guidelines

From John Wellard

SIR

It was very interesting to read the informative article on coach exteriors (*Coachmart*, December 20) and, because we are directly involved, in particular the section on coach windscreens.

We were, however, concerned that the article may have given the impression that windscreen repair could only be carried out on, to quote, 'simple repairs' such as bull's eyes and partial bull's eyes. With the comprehensive training and back up service with the purchase of every Esprit system it is perfectly normal for the trained workshop engineer or body repair man to produce excellent and permanent repairs to not only bull's eyes, but to all other repairable damage such as star breaks and small cracks.

It is, however, important that all windscreen repairs are carried out as soon as possible after the damage has occurred as the constant ingress of water will adversely affect the finished strength and the clarity of the repair.

We are also concerned that our customers from reading the article may get the wrong impression that the Esprit system is not a professional repair system. It is!

There is very little difference between any of the major windscreen repair systems in use today. Esprit, Glass Medic (Autoglass), Novus and a few others are at the forefront of glass repair technology. The real difference is that we at Esprit believe that with thorough training the larger coach operators would prefer to keep windscreen repairs in-house, thus keeping down the repair costs and utilising

their own staff fully.

We are, of course, aware that there are limitations as to what can and should be repaired either by operators' own engineers and staff or by mobile windscreen repair companies and to this end we are involved as members of the technical committee of the British Standards Institute with our colleagues from Autoglass, Novus, Glass Aid, Screen Savers and the Department of Transport among others to formulate guidelines for the repairs of

windscreens.

These guidelines will be published in 1991 and will be available to all interested parties for reference. We at Esprit intend to adapt our own guidelines and training programme to bring in this code of practice as soon as it is fully agreed.

JOHN WELLARD
ESPRIT WINDSCREEN REPAIR
SYSTEMS
PULBOROUGH
WEST SUSSEX

Credit where credit is due

From Ray Stenning

SIR

I must correct some misinformation in the feature on vehicle exteriors in *Coachmart*, December 20, in the article called Signwriting vs Vinyls.

This designer is the very opposite of derisory about vinyls. We believe in the right tools for the job, whether paint, vinyl or any other medium that appears on the market.

We ALWAYS insist on vinyls for all lettering on any design we produce. We work closely with vinyl converters to ensure the final result is as intended. We even get our hands dirty sometimes by applying them to ensure correct positioning.

Vinyls mean accuracy of style and consistency throughout the fleet, no matter what size the lettering or logo. And so long as good quality cast vinyl is used, they look better, last better, are easier and quicker to apply than paint and usually cheaper.

We also recommend vinyl for other elements of the

design where appropriate, such as fine striping in a different colour. In our considerable experience, if anyone is derisory about vinyls it is the operator or engineer that has been sold bad quality vinyls in the past, badly designed and badly produced, and hasn't been educated in the advantages of modern good quality vinyls and their proper use.

We know of Millden Eagle's good reputation. However, they certainly did not design and manufacture a livery for Burnley & Pendle's Whizzard minibuses. We designed that and had initial vinyls produced for the lettering, logo and a thin stripe. The rest of the livery is paint. Millden Eagle only manufactured the last batches of vinyls for lettering, logo and thin stripe.

I feel it is important to give credit where credit is due - vinyls produced by Millden Eagle, livery using a combination of paint and vinyls designed by Best Impressions.

RAY STENNING
BEST IMPRESSIONS
SHEPHERDS BUSH
LONDON

Nostalgia Corner



A NOSTALGIC vehicle is used to promote 1991 tours in Yorks Coaches upmarket fleet of Setras. Parked-up this week at Northampton's Moat House Hotel a 1929 Maudslay equipped with tables and stacked with brochures attracted customers new and old.

Although originally operated by Exeter Corporation, Yorks acquired the Maudslay ML3 20 years ago in a semi-derelict condition from Barnstable, Devon. Maudslay was the preferred chassis for Yorks coaches in the days before AEC took-over that company, consequently this link with the past stirred fond memories among staff and passengers.

Yorks' employees Frank Wallis (now deceased) and Joe Fielding completed most of the restoration with assistance from Len Kightley who fabricated many of the seats. Joe Fielding retired four years ago after a working life repairing Yorks vehicles. His depth of experience with Maudslay mechanical units ensured that the four cylinder petrol engine was rebuilt to perfection - all it needs is a starter motor and the bus would be complete.

Every right to query changes

From David Newman

SIR

I refer to the letter from name and address supplied concerning the issue of coach rates in *Coachmart*, December 13.

A recent exchange of correspondence with an operator in the South East of

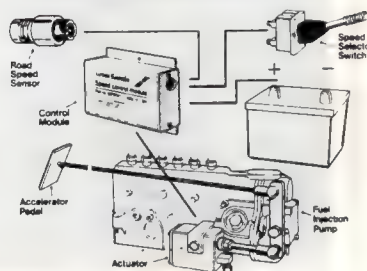
England leads me to believe it probable that we are the company who protested at the excessive amount being charged on the rare occasion of a breakdown.

As one of the few companies in the industry with a consistent record of making profits over its 66 year history, we believe we have learned a great



THERE'S NO EXCUSE!

SCHEMATIC DIAGRAM



Particularly in view of the fact that Lucas Kienzle are offering an attractively priced kit for all Coaches with mechanical or outdated electronic tachographs. From 10th September 1990 until stocks last a 1318 Automatic Tachograph (with power cable) plus the Speed Limiter Module and Actuator are available at a special price which is over 20% below normal retail prices.*

We have more than 150 distributors throughout the UK and Ireland who can advise and fit the Speed Limiter system for you - but hurry because as from 1 April 1991 all Coaches that exceed 70 mph and were first used after 1 April 1974 must be fitted BY LAW and set to a maximum speed of 70 MPH.

Obedying the law and avoiding heavy fines is not the only benefit that comes with fitting one of our Speed Limiters.

For a start our electronic Speed Limiter has proved itself, through constant testing and development, to be extremely reliable. It can also save as much as 14% on fuel bills and due to less wear and tear on engines, transmissions, brakes and tyres you can reduce your

maintenance costs as well.

That's not all, for driver comfort we've also designed our product so there's no sensation of engine hunting and full power is always available. In fact, it's so smooth that the only sign of operation is a change in engine sound.

If you want to know more about our products or how the law effects your company, then fill in the attached coupon and send it to Lucas Kienzle Instruments Ltd, 36 Gravelly Industrial Park, Birmingham B24 8TA. Or alternatively take advantage of our 24 hour help line on 021 327 7414.

***Additional brackets to suit each application are required - See your local distributor. A Road Speed Sender Unit and cable may also be required.**

Lucas Kienzle

WALES/SOUTH WEST

AVONMOUTH	S A TRUCKS (BRISTOL) LIMITED	0272-825831
BRECON	BRECON MOTORS (KIS) LIMITED	0874-2223
BRISTOL	LEX TILLOTSON (BRISTOL) LTD	0272-557755
BRISTOL	BRYAN BROS TRUCKS LIMITED	0272-772671
CARDIFF	LUCAS SERVICE UK LIMITED	0222-228361
CHEPSTOW	BULWARK TRANSPORT ENG.	0291-622326
EXETER	FRANK TUCKER (COMMERCIALS) LTD	0392-832662
EXETER	LUCAS SERVICE UK LIMITED	0392-70235
GLOUCESTER	TARGET OF GLOUCESTER	0452-21581
GLOUCESTER	WATTS TRUCK CENTRE LIMITED	0452-25721
GLOUCESTER	LUCAS SERVICE UK LIMITED	0452-506038
HELSTON	ARLINGTON MOTOR CO	0326-572561

HEREFORD	LUCAS SERVICE UK LIMITED	0432-265571
LAUNCESTON	PANNELL COMMERCIALS	0566-773896
LLANFYRHACH	MANGEL DAVIES & SON LIMITED	0239-831631
LLANHRYSTUD	LEWIS S COACHES	09748-495
NEWPORT	BRS WESTERN	0633-259961
PONTYPRIDD	GRIFFIN MILL GARAGES LTD	0443-842216
POOLE	ENGLISH TRUCK	0202-715577
PLYMOUTH	LUCAS SERVICE UK LIMITED	0752-667331
SHEPTON MALLET	TACHOGRAPH SERVICES	0749-343963
SWANSEA	SHORTS AUTO ELECTRICAL	0792-469595
SWINDON	GARDNER'S AUTO ELEC SERVICE	0793-529254
ST AUUSTELL	SPARTRUKS	072681-4913
TAUNTON	HICKLEY VALTONE LTD	0823-276041
TOTNES	WINCANTON DISTRIBUTION SERVICES	0803-867910
WESTBURY	RYGOR COMMERCIALS LTD	0373-864334
WINCANTON	WINCANTON DISTRIBUTION SERVICES	0963-33800

SOUTH EAST

ALDRSHOT	P D E (FARNHAM) LIMITED	0252-316504
ASHFORD	CROUCH S GARAGE LIMITED	0233-623451
BRIGHTON	LUCAS SERVICE UK LIMITED	0273-772341
CANTERBURY	LUCAS SERVICE UK LIMITED	0227-453510
CROYDON	C BARBER & SON	081-689-4414
CROYDON	DEES OF CROYDON	081-681-6711
EASTBOURNE	PANDA DIESELS	0323-767626
ERITH	SOUTH EASTERN AUTO ELECTRICAL	0322-342277
FELTHAM	HEATHROW COMMERCIALS LIMITED	0784-243571
GREENFORD	NORMANDS COMMERCIAL VEHICLES	081-575-5688
GUILDFORD	F G BARNES & SONS LIMITED	0483-37731
HORSHAM	EVANS HALSHAW SUSSEX LIMITED	0403-56464
LONDON	A23 TACHO CENTRE	081-671-7781
MAIDSTONE	SOUTH EASTERN AUTO ELECTRICAL	0622-690010
PORTSMOUTH	LUCAS SERVICE UK LIMITED	0705-661504
READING	LUCAS SERVICE UK LIMITED	0734-861202
SITTINGBOURNE	SPARSHATTS OF KENT	0795-479571
SOUTHAMPTON	TAPLINS AUTO ELECTRICS LIMITED	0703-331331
SOUTHAMPTON	ADAMS MOREY DAF	0703-663000
TUNBRIDGE WELLS	LUCAS SERVICE UK LIMITED	0892-510800

EAST

AYLESBURY	PERRYS THE AYLESBURY MOTOR CO	0296-26162
BASILDON	ARLINGTON TRUCK CENTRE	0268-532068
BECCLES	GALES GARAGES LIMITED	0502-717023
BEDFORD	ARLINGTON TRUCK CENTRE	0234-270000

Please send me details about the Lucas Kienzle Speed Limiter

Name _____

Title _____

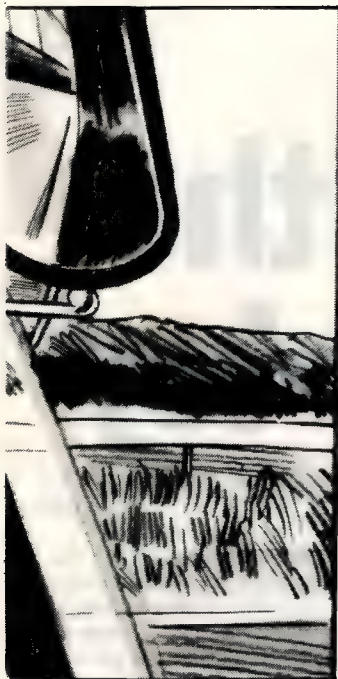
Company _____

Address _____

Post Code _____

Tel No _____

No of Coaches
(Requiring speed limiters) _____



NORTH WEST

BOLTON	MANCHESTER TRUCK AND BUS	0204-707227
CHORLEY	GILBRATH COMMERCIALS LTD	02572-76421
CUTHBERT	STEADPLAN LIMITED	0200-27415
CREWE	CHAMBERLAIN TRANSPORT	0270-581224
ELLSMERE PORT	TACHOGRAPH CHESTER LIMITED	051-356-2101
HAYDOCK	HAYDOCK COMMERCIALS LTD	0942-714103
LIVERPOOL	LUCAS SERVICE UK LIMITED	051-236-7063
LIVERPOOL	PERRIS & KEARON LIMITED	051-7094262
MANCHESTER	CHATFIELDS OF MANCHESTER	061-273-7351/8
MANCHESTER	LUCAS SERVICE UK LIMITED	061-864-1719
MIDDLEWICH	ERF LIMITED	0606844711
NEWTOWN	GROOMS INDUSTRIES	0686-626731
PENYGOODES	J T JONES & SONS	0286-880218
PRESTON	RIBBLESDALE AUTO ELECTRICS LTD	0772-555011
ROCHDALE	TOM MELLOR FORD	0706-355355
SALFORD	SALFORD LEYLAND DAF LIMITED	061-872-7241
SANDBACH	SANDBACH TRUCK CENTRE	0270763291
SHREWSBURY	LUCAS SERVICE UK LIMITED	074355061
ST HELENS	WOODWARDS OF ST HELENS	0744-20266
STOCKPORT	GORDON FORD LTD	0614566333
STOKE ON TRENT	BRS MIDLANDS	078248281
STOKE ON TRENT	PMT ENGINEERING LTD	0782-744744
WARRINGTON	P & O FERRYMASTERS LTD	0925-810000
WIGAN	SHEARINGS COACH AND BUS	0942-272270
WREGHAM	BORDER TACHOGRAPH SERVICES	0978-823434

CAMBRIDGE	LUCAS SERVICE UK LIMITED	0223-315931
CHELMSFORD	TRIMOCO LIMITED	0245-466619
COLCHESTER	COLCHESTER FUEL INJECTION LTD	0206-862249
DAGENHAM	DARY CREST GARAGES	081-617-5444
DUNSTABLE	TRIMOCO TRUCKS (AS) LIMITED	0582-597575
DIS	TRUMBAR TRUCK CARE LIMITED	0379-652156
ENFIELD	ARLINGTON TRUCK CENTRE	081-804-1266
ENFIELD	HUNTER VEHICLES LIMITED	081-805-1016
FARNHAM	R C EDMONDSON LTD	0328-962317
HARLOW	ARLINGTON TRUCK CENTRE	0279-22391
HATFIELD	S & B COMMERCIALS LTD	0707261111
HAYES	DAGENHAM MOTORS	081-561-8888
IPSWICH	LUCAS SERVICE UK LIMITED	0473-215931
LEIGHTON BUZZARD	CHASSIS DEVELOPMENTS LTD	0525-374151
LONDON	EAST LONDON TACHO & SPEED LIMITER CENTRE	081-471-7243
MILTON KEYNES	CITY TRUCK SALES	0908-665152
NORWICH	LUCAS SERVICE UK LTD	0603410301
PETERBOROUGH	T C HARRISON GROUP LTD	0733-558111
PURFLEET	SCANTRUCK LIMITED	0708-864915
WATFORD	VALES DAF TRUCKS LIMITED	0923-776688
WILLESDEN	BEL ENGINEERING LTD	081-969-1616
WYMONDHAM	GALES COMMERCIAL VEHICLES LTD	0953-601222

NORTH

ANSTON	PLAXTON PARTS & SERVICE	0909-551155
BATLEY	LUCAS SERVICE UK LIMITED	0924472415
CARLISLE	CALDEW AUTOLEC LIMITED	022844004
CARLISLE	SOUWAY LEYLAND DAF LTD	0228-39394
CHOPPINGTON	HEATHLINE COMMERCIALS LTD	0670-824006
DONCASTER	LUCAS SERVICE UK LIMITED	0302-342194
GATESHEAD	LUCAS SERVICE UK LIMITED	091-477-3851
HULL	LEX TILLOTSON HULL	0482-795111
LEEDS	SEWELL OF LEEDS	0532-435101
MALTON	SLATER TRANSPORT LIMITED	066-386-275
MARYPORT	THOMAS ARMSTRONG LIMITED	0900-68114
NEWCASTLE	HENLY'S (NEWCASTLE) LTD	091-261-1471
SCUNTHORPE	H & L GARAGES LIMITED	0724-856655
SHEFFIELD	LUCAS SERVICE UK LIMITED	0742-752522
SOUTH KILLINGHOLME	H & L GARAGES LIMITED	0469-571666
STOCKTON ON TEES	ELECTRO DIESEL NORTH EAST	0642-679741
THORNABY	AUTO ELECTRICS (TEESIDE) LTD	0642-607901
YORK	YORK AUTOELECTRICS LIMITED	0904-654513

MIDLANDS

ASTON	LUCAS SERVICE UK LIMITED	021-327-1525
BIRMINGHAM	BIRMINGHAM TRUCKS LIMITED	021-7079700
BOSTON	C F PARKINSON LIMITED	0205-363008
BURTON	JEFFREY'S HAULAGE LTD	0283-214326
DARLSTON	WYNCANTON TRANSPORT LIMITED	0215-263833
DERBY	SHERWOOD DAF TRUCK LTD	0773-863311
DIDCOT	TAPPINS COACHWORLD	0235-511115
EYESHAM	COULTERS OF EYESHAM	0386-442525
HALESOWEN	LEX TILLOTSON (STOUR VALLEY)	0384-424500
HINCKLEY	PAYNES GARAGES LIMITED	0455-38911
LEICESTER	A B BUTT LIMITED	0533-513344
LEICESTER	COSSINGTON COMMERCIAL VEHICLES	0533-607111
LINCOLN	C F PARKINSON (LINCOLN) LIMITED	0522-530176
NEWARK	C F PARKINSON (NOTTS) LIMITED	0536-72631
NOTTINGHAM	R H COMMERCIAL VEHICLES LIMITED	0502-866571
NORTHAMPTON	NORTHAMPTON DIESEL	0604-755321
OXFORD	EVENLODE TRUCK CENTRE LIMITED	0865-881581
STAFFORD	LLOYD'S GARAGE LIMITED	0785-51331
STAPLEFORD	TRENT TRUCKS	0502-395000

SCOTLAND/N. IRELAND

ABERDEEN	THE HARPER MOTOR COMPANY LTD	0224-714741
ABERLOUR	MCPHERSON'S TRANSPORT	03045-401/3
BALLYCLARE	DENNISON COMMERCIALS LIMITED	09603-52827
BARRHEAD	ALSA TRUCKS LTD	041-881-5851
BROXBURN	BELWATERBANK MOTOR CO. LTD	0506-854834
CARRONSHORE	MILLARS TRUCK CENTRE	03245-56211
COLRAINE	THE TACHOGRAPH CENTRE	0265-54946
DUNBAR	LOWLAND TACHOGRAPH CENTRE	0368-62343
EDINBURGH	SMT SALES & SERVICE CO LTD	031-3379300
FORFAR	A.M. PHILLIP LTD	0307-82256
GLASGOW	V.L. BUS & COACH	041-778-3491
GLASGOW	LUCAS SERVICE UK LIMITED	041-332-6591
GLASGOW	WYLES LIMITED	0414-296262
KILMARNOCK	AYRSHIRE TACHO CENTRE	0563-22551
NEWTOWNABBY	AGNEW COMMERCIALS LIMITED	0232-342411
NEWTOWNABBY	J E COULTERS (TRUCKS) LIMITED	0232-844925
OMAGH	ETS VEHICLES LTD	0662-243491
PERTH	FIEWS CARS LIMITED	0738-25121
RENFREW	RELIABLE VEHICLES LIMITED	041-886-6633
STRANRAER	WESTERN SCOTTISH COACHBUSES	0776-4484

LETTERS

◀ deal about costing methods. In all forms of transport there are always two elements - time and distance: to merely cost one of these would be extremely foolhardy and probably the only ultimate destination would be Carey Street.

The calculated distance for the particular journey in question using Autoroute was 400 miles and the maximum time away from depot would be 11 hours, which, on our costing basis using coaches of less than

one-year-old, would have been £265 for a normal hire. The charge levied was £465.

While acknowledging different areas of the country may be able to charge different rates, I do not consider it wrong to query a charge 75 percent more than we would have made if the situation had been reversed.

DAVID NEWMAN
SALES DIRECTOR
BEBB TRAVEL
LLANTWIT FARDRE
MID GLAMORGAN

Snow chaos should have been slammed

From John Neilson

SIR

Further to your article 'Freak weather causes coach chaos on the road,' in *Coachmart*, December 13, 1990 and having had time to calm down and assess the costs to Hallmark, I feel more needs to be said.

I spent the weekend of 8/9 December observing the chaos caused by the woefully inept performance of those charged with keeping our main roads open.

I covered almost 300 miles getting staff in and home and looking for the best routes out of our Coleshill depot and generally trying to keep ourselves out of trouble. Despite this we had almost 20 vehicles caught up in the Midlands debacle. The cost to Hallmark will be in the region of £5,000.

I believe it's time these so called experts were made to answer for their lack of performance. I have tried to find out how the system works when problems arise, who notifies who, and what physical cover is present after warnings have been given.

I observed at least 10 gritting/snowplow vehicles at the Coleshill Council depot on Sunday morning lying idle. One snowplow gritter was broken down for over 30 hours on the A446. Twice we tried to contact the depot to offer engineering support, no response. Five men in one vehicle on the A45 parked chatting to each other, a Police Range Rover parked on the hatches section of the slip road exit and M42, warning light ablaze. Enquiring as to what

they were trying to indicate, their reply was 'directing traffic to the NEC.' There was no traffic, the M6 North and South and M42 were blocked and had been for many hours.

Four buses were stuck on the hill into Coleshill. These only run about every hour yet the police and the bus company did nothing to stop them. Incidentally the police station is 250 yards from that spot.

There appears to be a complete lack of organisation or motivation on the part of those responsible. One could almost believe these problems are the highlight of their year and are allowed to develop. I was trained to resolve problems not continually manage them. The majority of us send vehicles all over Europe. Personally, I have never experienced 20 and 30 hour delays due to bad weather and for those of you who have, I expect it was because of 3 or 4 metres of snow not 3 or 4 inches.

Professional movers of people and goods have a vested interest in keeping the system going. Maybe it is time Government and local authorities looked towards the private sector for help and advise.

I am pressuring my MP to at least ask questions of those responsible and hopefully initiate some dialogue between the interested parties. I urge you all to do the same whether affected or not at the time.

JOHN NEILSON
OPERATIONS DIRECTOR
HALLMARK CARS LTD
COLESHILL
BIRMINGHAM

How to stay off the road to bankruptcy



OVER the year I have encountered my share of bankrupts and have lost a few small sums of money through not discovering their precarious state in time.

There seems to be a fascinating mental process involved. It starts with either a degree of nonchalance to the affairs of business or else massive risk taking. Then, suddenly, the realisation that something is badly wrong. The failure to remedy whatever is the cause of the problem tips it beyond the point of no return.

After a time of sleepless nights, paying bills in cash, blaming all, any and everyone for the problem, possible family and marital problems, comes the inevitable crash and with it relief from all the pressure of creditors. Later, having lost a fortune, and perhaps home and family comes the remorse, and asking 'Where did I go wrong?'

Business failures generally are at an all time high, with the coach industry having at least its expected share to date, and a distinct possibility of an upsurge in 1991.

In a damage limitation exercise, let us explore how and why businesses get onto this slippery slope, and what, if anything, they can do to not only survive, but to learn from the experience and go on to real success.

The term liquidation has shades of James Bond and violent demise about it and that is exactly what it means for a company: someone pulls the rug, the company falls down the stairs and is killed stone dead. The word used in common parlance is bankruptcy.

Look at any set of profitable accounts, even very good ones, and it will be observed that even massive turnovers may only create slim profits. Slim in the sense that had sales or

output been just a few percent less and/or costs just a few percent more; there would have been no profit at all. Maintaining liquidity is, therefore, a balancing act and bankruptcy first rears its head when finances get out of balance.

Not, I hasten to add, when they are first shown to be out of balance on an historic balance sheet; but on the first occasion when the cash is not available to promptly settle a creditors' account. This happens to all of us, me included, from time to time.

of incorrect pricing. Increased marketing may solve the first and a re-costing exercise necessary to plug the drain of the second. Increased costs may be no more than a reflection of increased levels of working, but equally may slow up the fact that the full increase the wage or fuel costs, hire purchase interest etc have not been passed on to the customer. Again, a re-costing exercise may stop the outflow of capital. For make no mistake about it - when income does not match expenditure, it is only by plundering the

not happen overnight. It is a long road, with but few signs to where it is eventually leading. And the nearer one gets to the point of no return, the harder it is to turn back.

The easiest way to avoid bankruptcy is to not get on the road in the first place - and what I have just described is the first sign-post. Ignore it at your peril.

Analysis of bankruptcies always shows loads of what I would call 'active borrowing' (as opposed to not paying everyday accounts which might be seen as 'passive borrowing').

There is nothing wrong with active borrowing which has been done to a plan and is showing a return above its costs. Banks are there to provide working capital if necessary. But if funding working capital costs 17 percent and only a 10 percent return is being made, it is better to cut back on work and avoid borrowing. Exactly the same can be said of hire purchase.

To borrow at 17 percent to earn 10 percent is financially debilitating. To borrow at 17 percent to earn 20 percent is reasonable business, and borrowing at 15 percent to earn 20 percent even better.

Perhaps the most important thing to remember in this early warning stage of avoiding bankruptcy is this: there is no such thing as borrowing to get out of debt. Borrowing to pay the bills is borrowing (into) debt and accelerating down the road to bankruptcy.

The cure at this early stage is to get back to profitability, instantly. Either increase profitable work, or cut back to the level of work which is profitable.

Note, this has to be done instantly. Do not try and buy time - never was the expression 'Time is Money' more true than in this scenario.

LIQUIDATION

Liquidator appointed at GB Hirst

THE LIQUIDATION of RECEIVERSHIP

Sunseeker back in receivership

SUNSEEKER Holidays is in the hands of receivers for the first time this year

Antler Holidays crash leaving holidaymaker stranded abroad

LIQUIDATION A L Moore boss says £50,000 would have saved company

Bad news: more coach and tour companies folded last year.

But make no mistake about it, this is the first warning sign of possible bankruptcy and the prudent business person takes immediate steps to discover why this has happened and activates processes to rectify the situation.

It may be nothing significant at all, like a debtor account due not having been settled (though that requires credit control procedures to be pursued). On the other hand it may point to a fall in income, an increase in costs, or insufficiency of working capital to fund the level of trading.

A fall in, or insufficiency of, income may be the result of a drop in the volume of sales or

capital account that the bills get paid and that is the beginning of the long road, perhaps taking several unhappy years to traverse, to bankruptcy.

It is unfortunate that sometimes a temporary shortage of working capital is self correcting. For example, more sales just come along or the cost of fuel drops a bit, with the result that an investigation into the cash flow hiccup is not made. This self correction is unfortunate, for it may hide an underlying problem which could have been nipped in the bud early.

For one thing has to be understood: bankruptcy does

A GREAT BRITISH WORKHORSE

Mike Morgan is the first to road test Yeates' exclusive package of Leyland Tiger with Plaxton's budget 321 coachwork. Is this the coach nobody wanted or the answer to the new coach buyers' prayers?



Yeates 321: design is virtually indistinguishable from Duple's attractive 320 bodywork.

LAUNCHED on the market when new sales are becoming increasingly difficult, the all-British Yeates 321 on Leyland Tiger chassis is strategically priced. Two Cummins engine options are offered - with 250 bhp it costs £88,500, whereas the 290 bhp unit comes at a premium of £3,000.

Before it was bought by Volvo, Yeates held the Dennis Javelin franchise. Despite healthy sales, this was not renewed and the 321 is directly aimed at the same market. With 25 vehicles built initially, Yeates has no plans to attract large individual orders. It is looking for the small operator requiring a small number of new coaches for the 1991 season. Vehicles will be available from stock with a choice of trim and engine.

Standard specification is impressive and comprehensive, giving the 321 unique selling points. It is to Tempo 100 specification with appropriate seatbelts on exposed seats. Also included are tinted double glazed side windows, reclining seats, courier seat and heated driver's mirrors.

The 321 design is virtually

indistinguishable from Duple's very attractive 320 bodywork - considered by many to be Duple's best looking product. However, the interior of the new Scarborough built vehicle boasts a significant number of standard Plaxton Paramount fittings. Virtually the whole interior comes from its new stablemate. Seats, luggage racks, air intakes, forced air system, 25 mm black hand rails and driver's lockers are all Paramount. In addition, side lockers, marker lights, wheelarch and side mouldings contribute to a Plaxton look.

Mechanically the Tiger offers nothing new. Cummins L10 engine and ZF six speed gearbox have established reputations. And the Tiger chassis is respected for its driveability and ride quality. The formula looks good. In fact, so good that the combination with 321 bodywork is logical and tempting.

Unfortunately, market conditions are tough. Many of those new purchases being completed are on the basis of price, and with dealers anxious to move existing stock it is a buyers' market. Consequently, the Tiger has a hard fight to maintain any credibility in the claim

PERFORMANCE

Gear	Ratio	Speed	RPM
1	6.37:1	12 mph	2400 rpm
2	3.71:1	20 mph	2400 rpm
3	2.15:1	35 mph	2400 rpm
4	1.36:1	55 mph	2400 rpm
5	1.00:1	70 mph	2200 rpm
6	0.82:1	70 mph	1800 rpm
Rev	5.88:1		

RPM at speeds in top gear

30 mph	800 rpm
40 mph	1000 rpm
50 mph	1300 rpm
60 mph	1500 rpm
70 mph	1800 rpm

Acceleration

0-30 mph	12 secs
0-50 mph	26 secs
0-70 mph	53 secs
30-50 mph in top gear	not recorded*
50-70 mph in top gear	28 secs

* Lowest comfortable speed in top gear: 40 mph

that the old cat is alive and kicking.

There are many Leyland fans still in the market. However, traditional new buyers are large operators with bulk orders - notable recent deliveries going to Ulsterbus and Shearings. Small operators targeted by Yeates' sales force will need convincing that there are more tangible reasons for buying British than loyalty and perceived virtues of dependability conveyed by Leyland's classy wheelhubs. Reliability, economy and residual values are an important part of the equation.

Build

All 321s are to 12 metre length. Framing is jig built in Plaxton's Eastfield factory in Scarborough. The jigs were carefully removed from Duple's Vicarage Road factory in Blackpool, and John Torr, Plaxton's sales planning manager, is careful to stress that all products bearing the Plaxton badge are Plaxton built - none of the 321s were partially assembled in Blackpool.

The same front and rear GRP moulds have been used so that commonality of parts between Duple 320 and Plaxton/Duple 321 is assured.

A large one-piece laminated windscreen dominates the frontal aspect to good effect, blending well with the clean lines of the Duple design. Yeates' superb presentation of the test vehicle emphasised the vehicle's good looks and



The tachometer is centrally mounted, but partially obscured by the steering wheel.

quality of finish. Deep tinted double glazed side windows are particularly effective in conveying quality.

Passenger Impressions

The power operated passenger door swings inwards to open up a clear, straight-forward entrance with three equal height (23 cm) steps - an excellent feature. The carpeted entrance area is unobstructed and a smaller step takes passengers into the saloon.

Although the doorway is a full 70 cm, the useable width reduces by 10 cm with the door open. However, a good handrail on the left and compact folded courier seat ensure ease of entrance and exit.

Soft interior trim consists of centre roof panel in moquette matching the seats, and needlecord on the remainder. Side panels and decency screens were in a similar material in a darker shade.

Plaxton's Remax recliners have one ashtray per double seat and individual arm rests. They offer very satisfactory levels of comfort and on the test vehicle were covered in quality moquette in ubiquitous fawn with distinctive stripe

and orange triangular pattern. Orange was also picked out for full draw curtains and floor covering. Centre gangway carpeting in serviceable dark brown blends into the colour co-ordinated passenger environment.

The 53 seat configuration gives a minimum of 25 cm leg room and a gangway width of 35 cm - adequate for most needs.

Video equipment can be specified as an extra, but on the test vehicle on-board entertainment was limited to Panasonic 825 radio/cassette/PA. One speaker is provided above the driver. Passengers benefit from five pairs of roof mounted stereo speakers. Standard microphone provision consists of centrally mounted hand held mic and side pillar mounted flexi stalk. Sound quality was good.

Driving Impressions

The Plaxton influence extends to the driver's seat. In common with standard Paramount fitment the 321 has a Chapman seat equipped with head restraint and a full range of adjustment. This seat is firm and supportive giving a

DIMENSIONS

Length:	12 metres
Width:	2.5 metres
Height:	3.2 metres
Wheelbase:	6.2 metres
Unladen Weight:	11,820 kg
Gross Weight:	17,000 kg



Power operated passenger door reveals a clear, straightforward entrance with three equal height steps.

FUEL ECONOMY

Odometer at finish	4152.8 km
Odometer at start	3408.5 km
Total distance	744.3 km (462.5 miles)

Section	Fuel Used	Distance	MPG	Av Speed
Trunk route	68.67 litres (15.1 galls)	257.9 km (160.26 miles)	10.6mpg	44.7 mph
Cross-Country route	68.47 litres (15.06 galls)	245.5 km (151.31 miles)	10 mpg	42.2 mph
Motorway	61.83 litres (13.6 galls)	242.9 km (150.94 miles)	11 mpg	43.3 mph
Totals	198.97 litres (43.76 galls)	744.3 km (462.5 miles)	10.57 mpg	

Fuel Tank Capacity: 88 gallons (maximum range 930 miles)

ROUTE: Loughborough-M1-Leicester Forest East-A47-Peterborough-A15-A151-A1-(refuel)-A64-A166-B1251-B1248-Malton-A64-A59-Harrogate-A59-Skipton-A59-(refuel)-M6-M61-M62-M1-Loughborough.

very good level of driver comfort. An inertia reel belt is supplied - encouraging its use - and cab access is reasonably clear between gear lever and dash.

Key start is located to the driver's right, next to the convenient spring release handbrake. On a raised panel forward of this point are switches for safety related ancillaries: hazard warning, fog lights and Econocruise EMA speedlimiter.

Other switches are a bit of a stretch on the left of a large flat instrument binnacle: Duple's earlier design with winged side panels is so much better. Although centrally mounted, the tachometer is partially obscured in the crucial 30 mph to 50 mph range by the rake adjustable steering wheel, but that all important rev counter is strategically located - as are two rows of warning lights.

Leyland's driving position is still one of the best. Even without height adjustment the 18 inch steering wheel is ideal - as are the column stalks for the usual functions and the pedals situated in the recessed cab floor.

The exhaust brake works very satisfactorily through the foot brake. Progress from initial retardation to the primary braking system gives reassuring brake control, allowing smooth yet powerful and controlled stops.

Leyland's traditional foot-shaped accelerator pedal is a link with a fine heritage. Progressively heavier in use it is ideal for a hard working machine and difficult to better.

Visibility from the driver's seat is excellent. Wipers and mirrors are well sited and the large screen gives an unimpeded view of the road ahead. Although the large instrument binnacle cuts vision of obstructions immediately in front of the coach, the combination of deep screen and pavement window give exceptional nearside vision.

The location of the comfortable courier seat keeps the entrance clear when folded, but as it is sited over the step well, the poor courier has to either sit sideways and use the entrance floor or use the entrance handrail as a foot rest. Sun protection is only provided for the driver with windscreen and side screen blinds.

Performance

With 250 bhp available, performance could be expected to be adequate rather than sparkling. Nevertheless the Tiger's driveability and favourable visibility promote maximum use of available power. This is a coach ideal in a fleet where vehicles are subjected to a wide range of drivers. It is the archetypal workhorse capable of doing most jobs without fuss.

But, this two day 321 *Coachmart* road test was conducted unladen and it is doubtful whether the 250 bhp Tiger would have romped round the course so eagerly with 53 passengers and a boot full of luggage. The higher power options must be worth looking at.

COMPARISONS

Vehicle	Unladen weight	Consumption	Coachmart Issue
Bedford YMT/Cummins 6CT	8300 kg	16.3 mpg	569 January 4, 1990
LAG Panoramic	11900 kg	9.08 mpg	577 March 1
Neoplan Skyliner	15120 kg	8.38 mpg	581 March 29
Leopard/Willowbrook	9880 kg	10.88 mpg	583 April 12
Ensign Charisma	12075 kg	11.6 mpg	585 April 26
Scania K113/Plaxton	11645 kg	9.84 mpg	587 May 10
Javelin/Caetano	10716 kg	11.2 mpg	591 June 7 - loaded
DSB Dubrava	11690 kg	10 mpg	594 June 28
Neoplan Cityliner	14390 kg	10 mpg	595 July 5
DAF MB200/Duple Laser	10615 kg	11.82 mpg	599 August 2:S/H
DAF SB3000/Caetano	12,420 kg	11 mpg	603 August 30
Volvo B58/Plaxton	9700 kg	10.72 mpg	604 September 6:S/H
EOS	12,340 kg	10.87 mpg	605 September 13
Royal Tiger Doyen	11,673 kg	10.4 mpg	611 October 25:S/H



Easy access: side flaps reveal spare wheel and allow routine oil checks.

AT A GLANCE

Ride Quality:	Stable with negligible pitch and roll, but some front end bounce when empty. Particularly well suited to good journey times on trunk roads.
Steering:	Precise and well weighted. Small steering wheel perfect (except for rough edge on plastic moulding). Wheel obscures temperature gauge and tachometer in 30-50 mph band when raked towards driver.
Braking:	Moderately long foot pedal travel requires firm pressure, giving powerful road braking. Combination of exhaust brake and foot brake is a superb concept which works well. Spring release handbrake lever is conveniently positioned - not too far back.
Noise:	Road noise from passenger entrance, and engine noise fairly prominent, particularly on tick-over. Recorded sound level at front - 77 Db (A).
Luggage Accommodation:	Small boot compared with highliner or rear engine configurations. Side lockers provided on both sides. Full length Plaxton rack holds <i>Coachmart</i> executive briefcase, with front lip preventing loose items falling. Racks have plenty of depth and are at a convenient height for viewing odds and ends left behind. Lockers at the front end of each rack offer useful secure storage, and drivers have the advantage of rack area over cockpit. Space for worksheets and tachograph sheets is available under driver's side window, but pens left here are difficult to retrieve.
Security:	Key locks to boot and side lockers. 'T' key for other side flaps including fuse panel. Conveniently both passenger and emergency doors can be key locked from outside. Key stop/start switch.
Heating:	Side ducted thermostatically controlled saloon heating. Separate cab/demist system.
Ventilation:	Two opening roof hatches. Individual forced air vents. Driver's slider - no rattle or wind howl.
Lighting:	Individual reading lights. Three centre roof mounted fluorescent lamps with dim facility.
Handrails and Guards:	Well positioned grabrail to left of entrance.

North Yorkshire's one-in-six Garrowby Hill reduced speed to 21 mph in third gear - within a whisker of requiring second. What a relief. Second gear selection required good luck and precision.

The Cablecraft non-assisted manual change did its best to make driving difficult. When selecting gear the lever had to be placed in position with determination, but without force and slowly. The desired ratio was only engaged when actually felt through the gear lever. Sometimes it was a case of 'if at first you don't succeed...'

But even if you are patient and careful, the unforgiving match of gearbox and

engine could still cause problems. The green band runs out at 1,850 rpm and changes up to fourth or fifth below this point reduce engine speed below the critical 1,400 rpm when engine/transmission noise becomes harsh. Fortunately third gear performance is flexible, though the chosen gear ratios for fourth and fifth are sufficiently wide apart to present the driver with a dilemma at 30 mph and 45 mph - to go for added noise in a lower gear or suffer the harshness between 1,400 rpm and 1,100 rpm.

The overdrive sixth suits the engine very well, resulting in relaxed motorway and dual carriageway driving. In direct drive fifth gear the engine revs sit perfectly in the green band up to 60 mph.

Fuel consumption over the three test sections was remarkably consistent. A best figure of 11.09 mpg on motorway driving confirmed the benefit of overdrive gearing. However, adverse weather conditions (fog and heavy rain) and roadworks affected this result. The final 25 miles south of M1 junction 28 involved standing traffic for long periods and an average of only 18.75 mph. Consumption figures would have been better without this Department of Transport inflicted penalty.

Verdict

Although eternally grateful for eventual release from the dreadful M1 congestion, this experience failed to tarnish the overall good impression left by the Tiger over the two days. The vehicle confirmed its ability to perform without stress or strain while retaining that essential Tiger charisma.

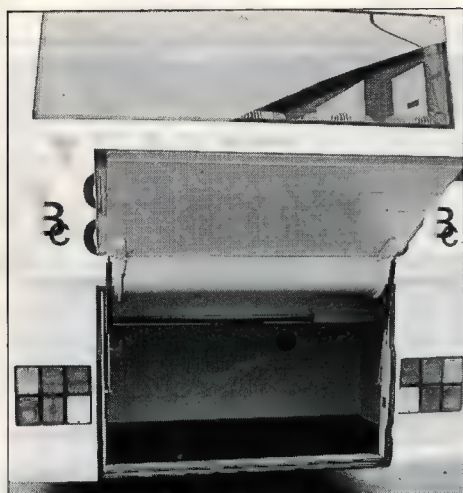
The match of gearbox to engine is not perfect, but the additional power of the 290 version should overcome any problem. Economy potential with the ZF S6-90 looks promising for touring work, though for commuter work there is logic in opting for automatic gear selection - as on the first 321 for Metrobus.

Yeates presents the 321 as an attractive economy package. And it is a very worthwhile proposition if you are looking for a new coach capable of

completing a wide range of jobs to the satisfaction of passenger, driver and fleet engineer. It is well made, comfortable, stylish and to a comprehensive specification. Adding the Plaxton name and quality improves its appeal, but there's no Leyland badge. Addition of this small but important detail would have a subtle influence on existing Leyland users.

The test coach is available for demonstration purposes. So if you're seriously contemplating adding a new all-purpose coach to the fleet, then give Yeates a ring and arrange for some hands-on experience. Some operators already have.

After Yeates' traditional October show, sales manager Brian Walker reported significant interest in the 321. He said: 'We had a very successful show. Our reps have enough leads to turn some into business. The 321 demonstrations were to the tune of five or six a day, and extended operator demonstrations are booked up to six weeks in advance.'



Small luggage space compared with highliner or rear engine configurations.

SPECIFICATION

Chassis:	Leyland Tiger 250
Body:	Plaxton/Duple 321 - 53 Remax recliners
Price:	£88,500
Engine:	Cummins L10 250H - horizontal six cylinder turbocharged
Power:	250 bhp (186 kW) @ 2100 rpm
Capacity:	10 litre
Torque:	750 lbf ft (1017 Nm) @ 2100 rpm
Gearbox:	ZF S6-90 overdrive
Clutch:	14 inch twin plate - servo assisted
Retarder:	Secondary - Exhaust Brake
Steering:	ZF integral power assisted - 18 inch steering wheel adjustable for height and rake
Brakes:	Full air dual line with vertical split - asbestos free linings. Spring release parking brake.
Drive Axle:	Leyland compact double reduction.
Front Axle:	Leyland 'I' section alloy steel beam.
Suspension:	Full air system (ferry lift fitted) Front - two air bags with tapered trailing links, Panhard rod, anti-roll bar. Rear - four air bags/telescopic shock absorbers.
Speedlimiter:	Econocruise EMA.
Tyres:	295/80R 22.5



'T' key locks secure side flaps which include fuse panel.

WHAT THE OPERATORS SAY

Chris Prowse, chief engineer for Metrobus of Orpington, said the Tiger 321 was the best thing available to meet the company's requirements.

Metrobus uses its 321 - the first to be sold - on commuter work and private hire. It differs from Yeates' stock vehicles in that it has ZF automatic gearbox and destination equipment. Mr Prowse said: 'We didn't want anything over specified and the 321 was ideal.'

With a two-year-old automatic DAF MB230 with Duple bodywork in the fleet, Metrobus was looking for a matching vehicle. The company has standardised on Cummins/ZF drivelines for its bus fleet, so the Tiger met its requirements. Of the Cummins L10 engine, Mr Prowse said: 'If you go by the book and look after them properly they are a good engine.'

Alpha Coach Co of Hull has just acquired its sixth Leyland Tiger in a modern fleet of 15 coaches. Three have L10 engine matched to ZF manual gearbox and its latest two coaches have Plaxton Paramount 3500 bodywork.

Manager Craig Porteous said: 'The gear linkage continually needs adjustment.' Alpha's 1988 delivery has been returned to Leyland at Nottingham for modification. However, this coach has reliably completed a season on 10/11 day Italian holidays.

Claimed advantages of Cummins power are extended warranty on engines, superior fuel consumption and relaxed cruising on long motorway trips.

LEGAL NEWS

O-licence regs

REGULATIONS are now in force which set new standards for O-licence applicants.

A minimum standard of good reputation has now been set for all professional operators - not having been convicted of a serious offence or not having been convicted repeatedly of any road transport offence.

A serious offence is deemed as one attracting a sentence of imprisonment of more than three months, or a fine exceeding level four of the standard scale (currently £1,000) or a community service order for more than 60 hours.

A road transport offence includes drivers' hours and rest period offences and 'weights' offences.

In addition, new applicants for a Standard International Licence are required to provide evidence relating to the determination of financial standing of available capital and reserves of an amount equal to at least: 3,000 ECUs (about £2,000), multiplied by the number of vehicles which are to be or are used under the licence, or 150 ECUs (about £150) multiplied by the number of passenger seats in that number of vehicles, whichever is less.

These additional provisions only apply to new international operators from the date of the coming into operation of these regulations - October 11, 1990.

New road tolls

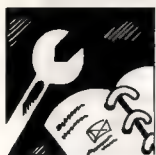
Austria has introduced new road toll rates and a new system of pre-paid magnetic cards will replace the existing paper ticket block.

The 100 unit toll card costs 4,000 Austrian Schillings (approximately £195). The Bus and Coach Council has published a few of the new tolls that coach operators travelling in Austria are likely to face:

- Arlberg Tunnel - 6 Units.
- Brenner Motorway - 3-6 Units (depending on journey length)
- Pyhrn Motorway - 3-6 Units (depending on journey length)
- Tauern Motorway - 3-6 Units (depending on journey length)

According to BCC, this new system disguises the fact that there has been in effect a 20 per cent increase in the charges for the use of all toll motorways in Austria.

Gary's of Tredegar has case adjourned



SOUTH Wales traffic commissioner Mr John Mervyn Pugh has adjourned disciplinary proceedings against Mr Gareth Lane - who trades as Gary's of Tredegar - and also his bid to renew his PSV operator's licence.

In August, Mr Mervyn Pugh revoked the licence, which authorises the operation of 10 vehicles, on maintenance grounds, a decision that was subsequently reversed by the Transport Tribunal on appeal.

Mervyn Pugh: disturbed that vehicles attracted defect notices after tribunal granted stay of revocation decision.

Mr Lane appeared at a Cardiff public inquiry, and in reply to the commissioner, his solicitor Mr Barry Prior agreed that the tribunal had not been told that a further delayed prohibition notice had been imposed on one of his vehicles in September. He also conceded that not all the jobs done on the vehicles were double checked, as the tribunal had been told.

Evidence was given by DTP vehicle examiners that the prohibition had been imposed because of an excessive oil leak. When the vehicle was presented for clearance, five further defects were recorded, including a faulty emergency door and deterioration in the brake hoses. An immediate prohibition was issued.

Mr Prior said Mr Lane had enjoyed a good maintenance system. His vehicles were inspected every seven days, controlled by a flow chart, and there was a nil daily driver defect reporting system.

The weakness was in the

people carrying out the inspections. Mr Lane had been let down by his staff. One of the fitters should have appeared to give evidence, but had reported sick and Mr Lane had taken the decision to dispense with his services.

Mr Mervyn Pugh said he found it most disturbing that vehicles attracted defect notices after the tribunal had granted a stay of the revocation decision, pending the appeal hearing.

Mr Lane said he had been in the industry for 20 years. He had held a licence for five years, starting with one vehicle and building the fleet up to a total of 12 at one time.

Mr Lane said he accepted it was his responsibility for what had gone wrong, but he had to get some sleep. Mr Mervyn Pugh said that was a silly remark.

The fitter would have to be laid off, said Mr Lane. However, he proposed to keep him on until he had found a replacement, as 'half a bone was better than nothing.'

Mr Mervyn Pugh said Mr Lane had dug himself into a hole and had got himself into a mess.

Mr Lane said the fleet had been alright until it had become too big for him to cope with the maintenance himself. He was prepared to go back into the workshop himself.

The vehicles were in good condition at the moment, and having 'rooted out' the older vehicles, he was almost confident that they could do it. He agreed the fault lay with the fitters, saying that weekly checks on vehicles that had sometimes only done 10 hours work had demoralised them.

Mr Mervyn Pugh said that was why he had revoked the licence in the first place. Mr Lane had no control over his fitters.

Asked about an incident in November when wheels became detached from a coach after the studs sheered off, Mr Lane said they had come off a new axle that had recently

been fitted to a F-registered vehicle. They were still awaiting the result of tests carried out at Pontypool.

Suggesting that the hearing be adjourned, Mr Mervyn Pugh said Mr Lane had 'blown hot and cold' over the sacking of the fitter. He had hoped to be in a position to satisfy himself about Mr Lane's maintenance and fitting staff, with a view to starting afresh.

If he was to be persuaded not to suspend the licence meanwhile, he would need concrete evidence about the planned maintenance. The

Test results are awaited on a coach whose wheels became detached after the studs sheered off.

public had to have confidence that the buses that they used were safe.

After a short adjournment, Mr Prior said Mr Lane accepted that the fitter had to go. Mr Lane would go back into the garage and undertake the inspection of the vehicles himself, passing any jobs to be done on to the fitter. He realised the seriousness of the situation and enquiries would be made about membership of the Freight Transport Association.

Adjourning the hearing until a date to be fixed, Mr Mervyn Pugh said it followed that he would not suspend the licence. However, in the period before the resumed hearing, Mr Lane's vehicles must be properly maintained at all times. It might still be that the licence would be revoked, he was totally undecided.

He said Mr Lane might be well advised to have each and every vehicle put through the MoT test before the resumed hearing.

Ace of Mansfield's card is marked



EASTERN traffic commissioner Brigadier Compton Boyd has recorded a

warning against Ace of Mansfield Ltd and accused its principal director of wasting his time.

Doubts over the location of the company's operating centre brought the company to disciplinary proceedings in Nottingham.

The company, of Great Central Road, Mansfield, was also seeking the renewal of its licence with an increase in the authorisation from five to seven vehicles and that was granted.

At the start of the proceedings, Brigadier Boyd said he was getting frustrated over correspondence he had received from the principal director of the company, Mr K Krishnan.

He was not satisfied about the company's operating centre and he was rapidly losing patience. He had been messed about for too long. He had heard of operating centres at Great Central Road, at Kirkby Filling Station, at Southall Lane Industrial Estate, at Moor Lane Garage, at Mansfield Electric Rewinds, and at Allied Coupling. He was not satisfied.

He hoped the company could

clear the matter up, as he did not have the time to mess around like this.

For the company, Mr J R Bacon said its principal operating centre was still at Great Central Road.

After Brigadier Boyd said he had evidence that those premises were only suitable for three vehicles and that Mr Krishnan had had to park vehicles outside, Mr Bacon said three vehicles would be kept at Great Central Road. Mansfield Electric Rewinds was no longer to be used as a base for two vehicles.

Mr Krishnan had been seeking alternatives and he had come up with several. He had now settled on a site at Wheatcroft Close, Kirkby Industrial Estate, where he had leased an acre of land. The land had been cleared and fenced and gates were about to be fixed. Mr Krishnan had planning permission from Ashfield District Council for its use as a coach depot and as many as 20 vehicles could be kept there.

Brigadier Boyd said it had been a complete waste of time. Mr Krishnan had been 'playing ducks and drakes' with the system. He wanted to know why the traffic area had not been kept informed.

Mr Bacon said in the fullness of time, Wheatcroft Close would become the company's

sole operating centre. Mr Krishnan hoped to build offices, and then all seven vehicles would be based there sometime during 1991.

Asking whether there was any explanation for this nonsense over operating centres, Brigadier Boyd said he had a jaundiced view of it all. It seemed to him that Mr Krishnan had deliberately sought to waste his time while he got his house in order. He granted licences, and those who granted could take away.

Mr Krishnan said it had not been his intention to mess the commissioner around. Brigadier Boyd commented that Mr Krishnan could have fooled him.

Mr Krishnan said he had been unable to get a firm date from the other side when negotiating for the Wheatcroft Close site. He could only apologise for not keeping the traffic area informed. It had not been his intention to string the traffic area along.

Brigadier Boyd said Mr Krishnan had not replied to letters for months and months, and Mr Krishnan said it had

not been his intention or desire to deceive anyone.

In reply to the commissioner, Mr Krishnan said he now realised the importance of lines of communication between operators and the traffic area.

Taking no action, other than to record a warning, and renewing the licence in respect of seven vehicles, Brigadier Boyd said it was another chapter in the saga. If there were problems in the future, he would have to consider Mr Krishnan's reputation as an operator.

If the company was called to a public inquiry again because it had not kept the traffic area informed, he would have to take action against the licence and that would be a shame.

Brigadier Boyd said that on the evidence he had heard, he was satisfied that the company had proper operating centres. However, if a traffic examiner found that the company's vehicles were not being kept at those operating centres when he visited them in the near future, Mr Krishnan would be back before him and he would have a problem.

Fined over illegal school service



BIRMINGHAM minibus operator Mr Mohammed Sawar has been

fined £875 for a series of offences resulting from the unauthorised operation of a school service.

Mr Sawar, of 24 Tennyson Road, Small Heath, pleaded guilty at the city's magistrates court to using a vehicle without the authority of a PSV operator's licence; driving it without a PSV driving licence; using it without insurance; using it without a PSV test certificate; using it without a Certificate of Initial Fitness; driving a prohibited vehicle; and selling an unroadworthy vehicle.

For the prosecution, it was said that police and Department of Transport traffic examiners had carried out observations over a lengthy period of time in the area surrounding Swanshunts Girls School, Brook Lane, Billersby. It became obvious that school children were being carried on

a regular basis without authority by a number of operators.

The defendant's 11 seater minibus was stopped on December 4, 1989, and found to contain schoolchildren. Mr Sawar admitted he had made a charge of £4.50 each week for each child.

Enquiries revealed he was not the holder of either a PSV operator's licence or a PSV driving licence. Because of the condition of the vehicle, it was taken to a Ministry test station and a prohibition notice was imposed following an examination by vehicle examiners.

On December 12, Mr Sawar sold the vehicle in part exchange for a Ford Transit to the Crypton Tuning Centre, Aston, without having the defects rectified. A director of that company had seen Mr Sawar driving the minibus on the road on two occasions while the sale was being negotiated. The defendant had not informed the company of the prohibition order.

Operator hit over traffic offences



LARGS coach operator Mr George Martin - trading as Viking Coaches - has

had his licence restricted to the two vehicles he currently operates and the expiry date brought forward after committing traffic offences.

Scottish deputy traffic commissioner Mr Ramsay Dalgety, QC, curtailed the validity of the licence so that it now expires at the end of March 1991, instead of in 1994.

Mr Martin, of 31 Nelson Street, Largs, had been called to a disciplinary inquiry because of prohibition notices imposed on his vehicles and because of convictions in September for

using a vehicle while a prohibition notice was in force, with a defective windscreen wiper and defective brakes, and in a dangerous condition.

Martin said the brake defect was one that could not be detected without a rolling road brake tester, something which he did not have. The driver had taken the wrong coach out on the day that it was stopped. There were two other coaches in the yard which she could have used.

The proceedings were adjourned for a month. On their resumption, evidence was given by the DTp's vehicle inspectorate that a fleet check during the interim period had resulted in the issue of a further prohibition notice.

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SALUTING 1990'S WINNING COACHES

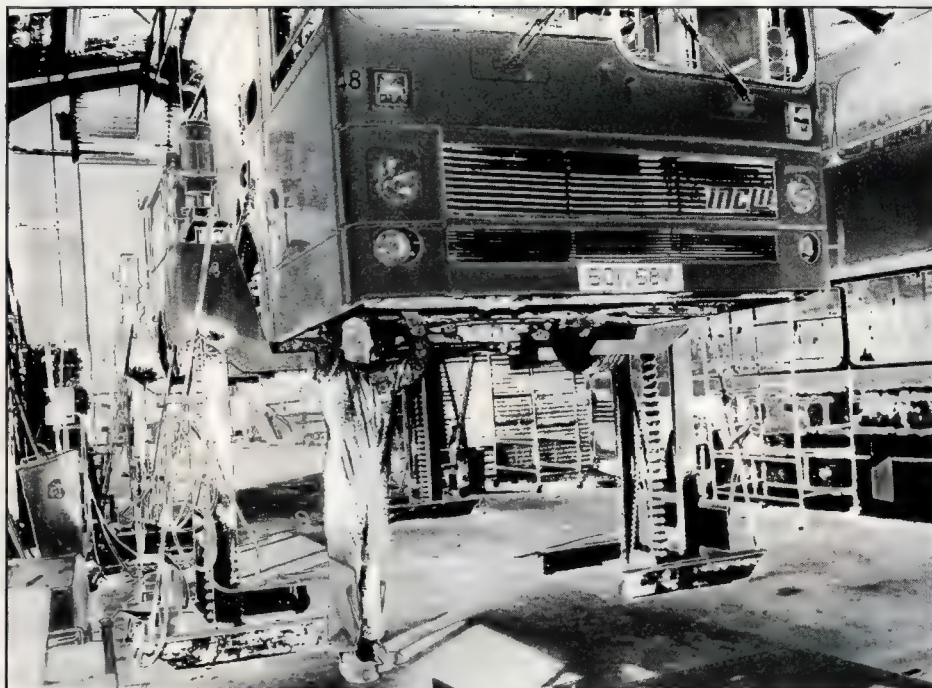
Coachmart's 1990 Maintenance Diary monitored the performance of 13 vehicles. Mike Morgan picks out last year's winners and looks forward to reopening the diary for 1991.

PICKING star performers depends on all contestants competing in the same race. With coaches and buses, the term 'horses for courses' must apply. However, it doesn't matter whether you judge fuel economy or reliability - *Coachmart's* Maintenance Diary has produced winners.

Bruce's Volvo wins hands down in the top mileage stakes with 140,859 miles in six months. This LondonLiner express coach doubled the distance carried by its nearest rival, Clevedon's EOS, which covered twice the distance as third place Bird's. The remainder bunched below 30,000 miles per month, with Lewis' AEC bringing up the rear with 13,534 miles.

The range of mileage figures (from 280,000 miles to 27,000 miles per annum) shows that the survey reflects the variety of operating conditions for PSVs in the UK, and consequently the differing expectations of vehicle performance.

Kimes' Volvo in the first Maintenance Diary ran only 17 percent of the mileage of Bruce's mechanically similar coach. Inevitably the long-distance



Coachmart's first Maintenance Diary followed seven vehicles from December 1, 1989 to May 31, 1990. Here is a reminder of how those vehicles performed.

DELAINE'S TIGER

1983
Leyland Tiger
Duple Dominant IV

18,991 miles
Local service
8.84 mpg
18.5 pints of oil

MORLEY'S SEDDON

1977
Seddon Pennine 7
Alexander Y type

29,200 miles
Local service
15.5 mpg
Oil - nil

HALTON'S NATIONAL

1972
Leyland National

19,774 miles
Local service
7.3 mpg
Oil - 18 gallons

SHAW'S DAF

1986
DAF MB200
Plaxton Paramount
3500

16,042 miles
PH/extended tours
10.47 mpg
Oil - nil

KIMES' VOLVO

1989
Volvo B10M
Plaxton Paramount
3200
23,832.85 miles
PH/contracts/serv
9.68 mpg
Oil - 12 pints

TAYLOR'S JAVELIN

1989
Dennis Javelin 8.5m
Plaxton Paramount
S200

17,278 miles
Private hire/tours
16.1 mpg
Oil - 9 pints

MORLEY'S DMS

1977
DMS Fleetline
MCW 77-seats

23,000 miles
Local service
14.5 mpg
Oil - nil

RECURRING PROBLEMS

Tiger - gearbox translator box replaced twice.

National - regular attention to rear brakes required.

Volvo - exhaust brake seal failed on two occasions.

DMS - trouble-free during the survey apart from requiring replacement gearbox.

Seddon - fan prop shaft/bearings required regular attention/replacement. However, it was an innocuous hair-line crack in a fuel line connector copper washer which kept the bus out of service for any appreciable time.

DAF - none.

Javelin - the anti-roll bar and its bushes were the only problems identified on this short wheelbase chassis.

runner developed faults which Kimes' vehicle could only hint at. The greater stresses of constant motorway work are apparent, but it must be remembered, that Bruce's coach is a tri-axle carrying a greater payload.

However, Bruce's vehicle was off-the-road from its seven day a week operation only once, and the Scottish company confirmed its faith in the Volvo product.

But, despite its record-breaking performance, the LondonLiner coach can't even make the top ten for fuel economy.

Out in front is the short-wheelbase Dennis Javelin of Taylor's from the first survey with 16.1 mpg - almost twice some of the other vehicles. But, it is a much lighter vehicle than most and it is engaged on more fuel efficient work than high-speed motorway runs or indeed local service work.

Although the range of vehicles and operators has been wide, it is far from complete. Maintenance Diary will re-start in February with a new set of candidates.

If you are willing to participate and have a suitable vehicle, then please let *Coachmart* know. The next survey starts from February 1 and all we need is a monthly return. Volunteers please.

MILEAGE - top performers over six months

Bruce's Volvo	
(LondonLiner express)	140,859 miles
Clevedon's EOS (tours/shuttles)	67,711 miles
Birds' Ford (Rail-link service)	31,579 miles
Morley's Seddon (local service)	29,200 miles
Kimes' Volvo	
(PH/contracts/serv)	23,833 miles
Morley's DMS (local service)	23,000 miles
Halton's National (local service)	19,774 miles
Brown's Javelin	
(PH/tours/excursions)	19,391 miles
Delaine's Tiger (local service)	18,991 miles
Taylor's Javelin (PH/tours)	17,278 miles
Neal's Swift (private hire)	17,188 miles
Shaw's DAF	
(PH/extended tours)	16,042 miles
Lewis' AEC	
(PH/contracts/excursions)	13,534 miles

FUEL ECONOMY - top performers over six months

Taylor's Javelin	16.1 mpg
Morley's Seddon	15.5 mpg
Morley's DMS	14.5 mpg
Birds' Ford	13.89 mpg
Neal's Swift	13.76 mpg
Brown's Javelin	12.4 mpg
Shaw's DAF	10.47 mpg
Lewis AEC	10.02 mpg
LAG EOS	9.75 mpg
Kimes' Volvo	9.68 mpg
Delaine's Tiger	8.84 mpg
Bruce's Volvo	8.28 mpg
Halton's National	7.3 mpg

Our second survey, with a wider range of vehicles from half a dozen operators, provided a more varied result. This six month period finished at the end of November with the following vehicle performance:



BIRDS' FORD

1985
Ford R1114
Plaxton Paramount
3200

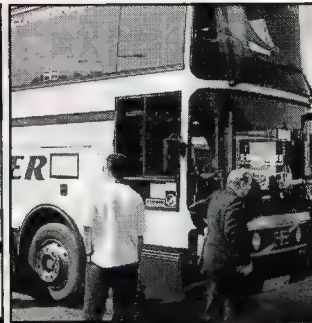
31,579 miles
Rail-link service
13.89 mpg
Oil - 12.5 galls



BROWN'S JAVELIN

1989
Dennis Javelin 11m
Duple 320

19,391 miles
PH/tours/excursions
12.4 mpg
Oil - 5 pints



BRUCE'S VOLVO

1990
Volvo B10MT Mk III
Van Hool Astral III
67 seats

140,859 miles
LondonLiner express
8.28 mpg
Oil - 14 gallons



CLEVEDON'S EOS

1990
LAG EOS

67,711 miles
Tours/shuttles
9.75 mpg
Oil - 13 pints



LEWIS' AEC

1973
AEC Reliance
1990 Willowbrook
Crusader
13,534 miles
PH/contracts/exc
10.22 mpg
Oil - not-recorded



NEAL'S SWIFT

1990
Leyland Swift
Reeve Burgess Harrier
33 seats
17,188 miles
Private hire
13.76 mpg
Oil - nil

RECURRING PROBLEMS

Ford - most severe problem related to brake linings and brake grabbing which kept the vehicle off the road during September. The 53-seat coach was notable for its economy of operation.

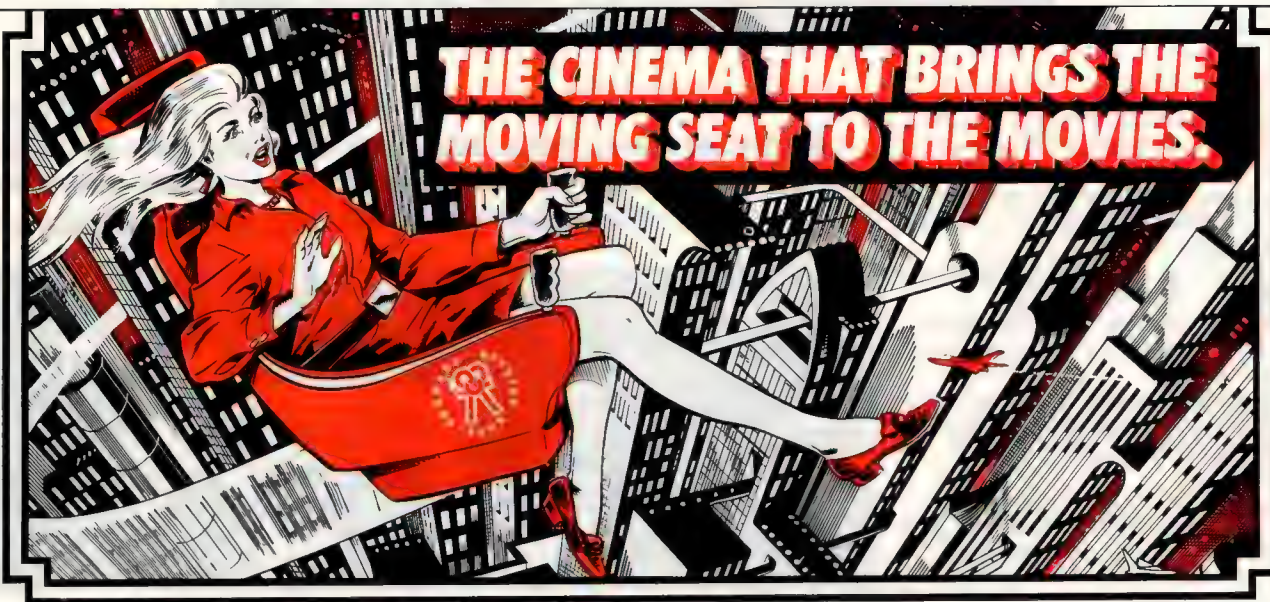
Javelin - the exhaust bracket fractured twice. Otherwise the main area for concern was associated with the front axle. Heavy front tyre wear was unexpected and the Javelin tends to slide at the front end under sudden braking in the wet.

Volvo - the fuel pump drive-shaft failed five times. Other mechanical items requiring regular attention were: exhaust cylinder, intercooler pipes (now modified for extra strength), exhaust flex keeps blowing - bracket required on intermediate pipe to limit movement.

EOS - this coach was off-the-road for six weeks at the end of the survey for modifications bringing it in-line with production models. Most significant changes are the fitment of a 7-speed ZF gearbox with integral retarder and alteration of heating/air conditioning to prevent electrical surging. Tyre wear is 0.5 mm per 10,000 km on the rears with just over twice that rate on the front.

AEC - during October/November, the engine was completely rebuilt. A new fuel pump gave better mpg and further improvements should follow planned speedlimiter fitment.

Swift - water leaking from the driver's signalling window is the only outstanding recurring problem.



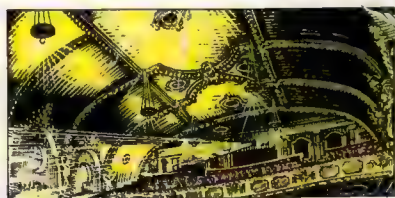
Now being screamed at Europe's major film and T.V. tour.

Speeding through hyperspace is something that most people can only sit back and dream about. Yet, what was once a mere flight of fancy is now reality.



Because MotionMaster is now being screamed here at Granada Studios Tour.

Images 40ft high fill the giant screen as your computerised seat moves with every twist of the film throwing you, quite literally, into the action.



It's unique. It's exhilarating (who ever heard of cinema seats with seat belts before?), and like nothing else you have ever experienced.

And it's just part of 'Projections.' A brand new attraction - transporting you through cinema past, present and future.



There's plenty more thrills at Granada Studios Tour to delight and excite besides.

Whether you stay the day or just a few hours, we'll take you behind the scenes... and beyond in the world of TV and film.

From the heart of the Amazon to a kingdom of giants, and Victorian Baker Street to Coronation Street; where there's been some interesting developments of late. If your group numbers 20 or more you'll enjoy a special 14% discount, and your own allocated tour time.

CORONATION ST

Granada Studios Tour, Water Street, City Centre Manchester, Open all year round. Tours throughout the day. Most attractions under cover. For more details telephone The Sales Dept on 061 833 0880 or post the coupon.



Send coupon in envelope (no stamp needed) to Sales Dept., Granada Studios Tour, Freepost, Water Street, Manchester M3 8BS. Please tell me more about Granada Studios Tour.

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FOR MORE DETAILS: CIRCLE 50

Battle of Britain continues

The 'Battle of Britain Experience' has become a permanent feature of the Royal Air Force Museum at Hendon.

The exhibition, created last year to celebrate the 50th anniversary of the famous battle, has proved such a popular attraction that plans to close it late last year were scrapped.

The exhibition recreates the time of the great air battles 50 years ago, the Blitz and how it affected everyone in the country.

The Museum also has plenty more to offer, telling the whole story of manned flight from balloons and bi-planes to the latest fast jets. The whole story is brought to life by modern display techniques and an unrivalled collection of works of art, costumes and memorabilia as well as an awe-inspiring collection of aeroplanes.

Visitors can enjoy the thrill of a ride on a flight simulator or take a peaceful stroll around the aircraft halls in the company of Sir John Mills who narrates a new stereo Walkman tour.

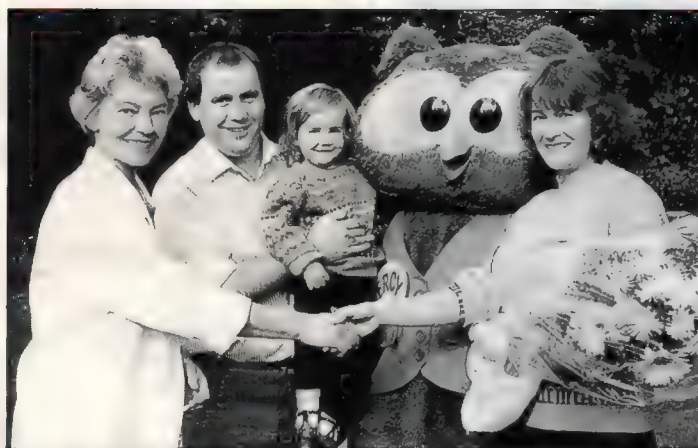
There's a restaurant and well-stocked shop and a Mother and Baby room.

Discounts of 20% are offered for groups of 10 or more with free admission and meal for driver. There's ample free coach parking and good access from A1, M1 and M25. The museum is open seven days a week from 10am-6pm, all year round except December 24-26 and January 1.

Full information from Marketing Department, Royal Air Force Museum, Grahame Park Way, Hendon NW9 5LL. Tel 081 205 2266 or 081 200 1763.

COACH

TOURS & EXCURSIONS



The two millionth visitor to Paultons Park, Mrs Maureen Shillitoe, pictured with her husband Steve and daughter Carla, and Percy the Owl, is congratulated by Paultons director, Mrs Anne Mancey (left.)

Paultons goes from strength to strength

Paultons Park in Hampshire has received its two millionth visitor - since it opened as a country park and bird gardens in 1983.

Visitor figures have risen from 80,000 in the first year to 275,000 in 1986 and 400,000 in 1989.

Since opening, the park has been greatly expanded with a range of attractions to appeal to every member of the family from children to grandparents.

Major additions during the last five years include: the Romany Museum, Rio Grande Miniature Railway, Magic Forest, Rabbit Ride, Land of the Dinosaurs, go-karts, Astroglide, Bumper Boats and Pets Corner.

The Park is set in 140 acres of parkland. The lake and gardens are landscaped with wildfowl ponds and exotic bird aviaries and were originally laid out by Capability Brown. There is a Japanese garden and new flower beds and a spectacular floral clock will be added this year.

There are two restaurants, providing hot and cold food.

There's a large, free, coach

park with drop-off and pick-up points at the admission kiosks.

WHERE: Ower, nr Romsey, Hants. Just off Exit 2 of the M27. WHEN: March 9-November 3, daily from 10am. PRICES: Group rates and group catering rates available on request. Driver admitted free.

For more information contact Anne Ruffell, marketing manager on 0703 814442.

New developments at Cadbury World

Cadbury World, the visitor centre which traces the history of chocolate making from the earliest times, has extended the attractions available to the public.

Groups are now able to take a guided tour of one of the most modern parts of Cadbury's Bournville chocolate factory. Visitors will now be able to see how bars of famous Cadbury's Whole Nut, Dairy Milk and Fruit and Nut chocolate are packaged.

The new tour has always been part of the Cadbury World plans, which even has its own demonstration area manufacturing a best-selling range of handmade chocolates.

Since it opened in August, more than 2,000 groups have visited Cadbury World and the company is confidently predicting that its target of 250,000 visitors during its first year will be easily beaten.

WHERE: Bournville, Birmingham. WHEN: Every day except Christmas Day, 10am-5.30pm Monday-Saturday; 12 noon - 6pm, Sundays. PRICES: adults £3.75, children £2.75 (10% discount for groups of 20 or more, pre-booking essential.) Groups must pre-book in advance. Free coach park for 20 coaches.

For group booking enquiries, telephone 021-459 9116.

New chapter opens for Tales of Robin Hood

Top Nottingham attraction, The Tales of Robin Hood, has unveiled a package of major additions to the indoor centre.

The additions, which will cost about £175,000 and be completed by Easter, include:

- Robin's Silver Arrow, where visitors can learn archery with Robin Hood.
- The Greenwood Tree - food and refreshment in a medieval setting.
- Telling the Tales - how

Robin Hood stories grew over 700 years.

● Nottingham Goose Fair - all the fun of the fair recreated at Robin Hood's time.

The new phases will extend a visit to the attraction to more than two hours.

More information from Julia Gunn, marketing manager, Tales of Robin Hood, 30-38 Maid Marian Way, Nottingham NG1 6GF. Tel 0602 484221.

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DOWNRIGHT MAGNIFICENT'

ROBERT GORE-LANGTON - SUNDAY CORRESPONDENT

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staged and sung that watching it is almost like witnessing a platonic deal.
Perhaps I'm in heaven, you think, half-way into every musical number:**

HEAVEN IS PROBABLY JUST LIKE THIS'

LYNNE TRUSS - INDEPENDENT ON SUNDAY

**'LAUGHTER, TEARS, INDESTRUCTIBLE TUNES - THIS IS FAR AND AWAY
THE BEST MUSICAL IN TOWN'**

JOHN GROSS - SUNDAY TELEGRAPH

**'...YOU WILL GO FAR AND WAIT LONG TO HEAR
KERN'S GLORIOUS SCORE BETTER SONG'**

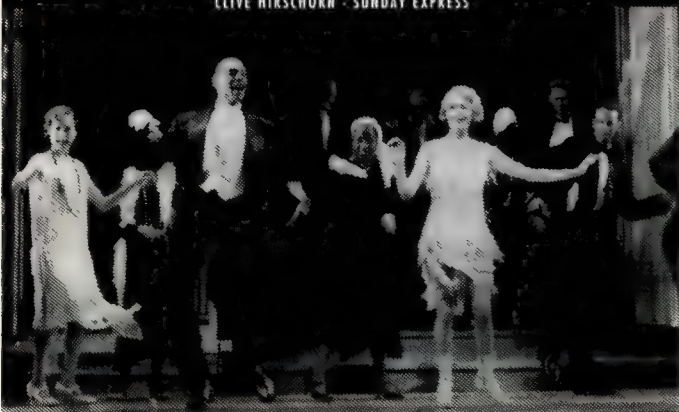
JACK TINKER - DAILY MAIL

STOLL MOSS THEATRES in association with POLA JONES
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OPERA NORTH AND ROYAL SHAKESPEARE COMPANY
production of
JEROME KERN & OSCAR HAMMERSTEIN II'S

SHOW BOAT

**'Ian Judge's revival for Opera North and the RSC... comes close to
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CLIVE HIRSCHORN - SUNDAY EXPRESS



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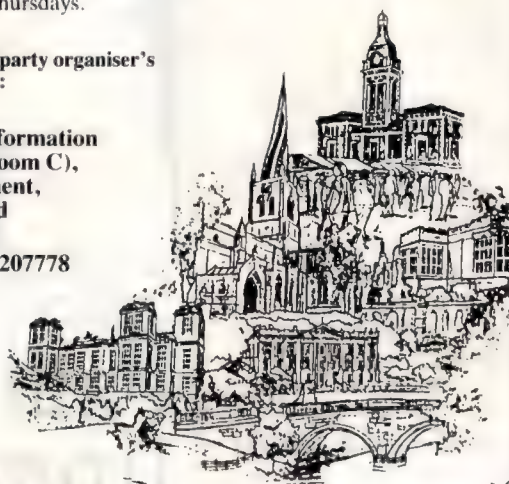
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Peacock Information
Centre (Room C),
Low pavement,
Chesterfield
S40 1PB
Tel: (0246) 207778



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In brief...

● Television addicts will be rubbing their hands with glee at the new themed package weekend breaks just launched by Yorkshire Days Travel.

The group travel specialists have come up with a programme that features visits to well-known TV locations including Granada Studios, Last of the Summer Wine and Emmerdale Farm country.

All tours include the services of a Blue Badge guide who will give advice on route planning, meal stops etc and are pitched to suit all budgets.

Full details from Yorkshire Days Travel, 19 Spring Valley Drive, Bramley, Leeds LS13 4RN, or telephone Beverley or Duncan on 0532 567775.

● Tourism in North Wales has received a boost with the setting up of new tourism marketing company for the region.

North Wales tourist authorities and tourist trade have set up North Wales Tourism Ltd to market the area both in the UK and overseas.

The Wales Tourist Board will be the new company's agent for the provision of services to the industry in the region.

Full detail from Bet Davies, Wales Tourist Board, Brunel House, 2 Fitzalan Rd, Cardiff CF2 1UY. Tel 022 499909.

● Hotel Ibis UK is sponsoring the Council for National Parks as part of its international Bravos d'Ibis charity award scheme.

For the next five months guests staying at each of the six UK hotels will be invited to make a donation during their stay, which Ibis will match. Other activities are planned by staff during the campaign.

There are currently 11 National Parks and the Council for National Parks campaigns to protect and enhance the natural beauty of the parks and to promote their quiet enjoyment to everybody.

For further details contact Julia Record or Kate Burchill on 081-650-4777.

Royal Doulton exhibition opens

A fascinating display of Royal Doulton Character Jugs is now on show at the Royal Doulton factory in Nile Street, Burslem.

It's the first time that the complete range, with more than 200 jugs, has ever been displayed in public.

As well as the Character Jugs, introduced by art director Charles Noke in 1934, the more traditional Toby Jugs are also on display. Rare Character Jugs such as the 'White Haired Clown', together with the recently completed jug of the late Canadian marathon runner, Terry Fox, of which only three copies have been made, are also on show in the Sir Henry Doulton Gallery.

The jugs are arranged according to 12 themes, such as 'Merrie England', 'Village Life', 'Sport' and 'Advertising' as well as sections for limited



Three of the more unusual Royal Doulton Character Jugs currently on display in the factory's Sir Henry Doulton Gallery.

editions and special commissions.

The exhibition runs until summer and is open from 9am-4.30pm, Monday-Friday, although it may be closed during factory holidays.

More information from: Valerie Baynton, Curator, Sir Henry Doulton Gallery, Royal Doulton Ltd, Nile Street, Burslem, Stoke-on-Trent ST6 2AJ. Tel 0782 575454.

Mozart music from Norman Allen

Top tour operator Norman Allen has put together a special series of tours to celebrate Mozart's Bicentenary Year.

The tours will concentrate on Mozart's birthplace in Salzburg and follow his footsteps to Vienna where he is buried in a pauper's grave.

Starting at £272 per person for a ten-day tour which is based on a minimum of 30,

prices include hotel accommodation and return ferry (dinner bed and breakfast throughout except for the three nights in Vienna) with the possibility of arranging a host of additional concerts and excursions in Austria.

Full details of this tour and other special offers for 1991 from Norman Allen Group Travel on freephone 0800 262 273.

Rural rides on offer

Shropshire is making a determined bid to spread coach tourism more widely into remote rural areas with the launch of special countryside themes for groups.

There are four initial packages in the attempt to combine heritage and conservation:

● 'Farm Fresh' where passengers meet a farmer, visit a collection of rare poultry breeds, watch muck spreading, have tea with a vicar, view bygonies in a farming museum and take home a box of free-range eggs.

● 'Wild 'n' Woolly' ... tours of wilderness areas along the Shropshire/Wales border, viewing a nature reserve in the company of a ranger, a pub lunch and a talk with a shepherd.

● 'Dream Villages' ... visiting 12 selected villages, cream tea in a country inn, shopping in craft workshops, a demonstration and talk on the 'Taste of Shropshire' recipes.

● 'Past and Present' ... visits to historic Ludlow or Shrewsbury, lunch in an historic hotel, talks out in the field with a countryside planner and a souvenir gift of Shropshire Blue cheese.

Full details of the packages from Ingrid Jones, Shropshire Tourism Development Action Programme, Winston Churchill Building, Radbrook Centre, Radbrook Road, Shrewsbury SY3 9BJ. Tel: 0743 254078.

New Kent attraction is now open

Kent's newest tourist attraction, 'A Day at the Wells' has been officially opened by the Duchess of Kent.

The £1.1 million project at Tunbridge Wells opened last year and has already proved an immensely successful heritage centre.

The attraction, at the Corn Exchange in the Pantiles, sets out to re-create the charm of 18th century Tunbridge Wells by means of sets, soundscapes and smells.

Beau Nash, celebrated dandy and Master of Ceremonies, leads visitors through a colourful day in 1740. The project features the elegant Pantiles, the original Chalybeate Spring, a Georgian coffee house, lodgings and ballroom. Six full-sized sets and 42 figures in hand-stitched period costumes re-create the hey-day of the famous spa town.

There's also a heritage shop where visitors can find locally-

crafted gifts, jewellery, china, cards and games as well as historically themed souvenirs.

The centre is open daily from 10am-4pm until April 1, when it's open daily from 9.30am-5.30pm. Visiting time is approximately one hour and group prices are available on application from: Moira Stephen, A Day at the Wells, The Corn Exchange, The Pantiles, Royal Tunbridge Wells, Kent. TN2 5QJ. Tel: 0892 546545.

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Woodhall Spa, an inland resort in the centre of Lincolnshire, boasts an excellent golf course. There are numerous leisure facilities in the area and guests can use the nearby Leisure Park free of charge. Nearby, RAF Coningsby operates the Battle of Britain Memorial Flight.

Group and F.I.T. rates available upon request.

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THE COTSWOLDS



**Group &
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Organisers
Guide**

[1991]

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★ GLETHAM
★ GLOUCESTER
★ SEVERN VALE
★ ROYAL FOREST OF DEER

THE COTSWOLDS GROUP ORGANISERS GUIDE 1991

Features a wealth of information designed to meet operators' needs. Contains details of facilities throughout Gloucestershire. Includes:

- ★ 65 hotels
- ★ 65 visitor attractions
- ★ Meal stops
- ★ Coach parks
- ★ Themed programmes
- ★ Full colour route planning map

For your copy and for a copy of the new Gloucestershire *Coach and Tour Operators' News* contact:

**Gloucestershire Tourism,
County Planning Dept, Shire Hall,
Gloucester GL1 2TN. Tel. (0452)
425673. Fax. (0452) 425034.**

Old bikes star in Welsh exhibition

A fascinating collection of historic old bicycles, many of which have not been seen in public for more than 25 years, are the highlight of a special exhibition now running at the National Museum of Wales in Cardiff.

Old photographs, cartoons and advertisements for bicycles, ladies' cycling fashions, road safety and cycling clubs also feature along with the 19 old machines.

The exhibition illustrates how the bicycle has affected everyday life since its invention, and how increasing

emphasis on fitness and green issues has helped give the bicycle a new lease of life.

The oldest bicycle in the exhibition is a 'boneshaker' with an iron frame and wooden wheels with iron tyres, dating from around 1865, and said to be the first of its kind in Cardiff! There's also a country-made wooden 'boneshaker' copied by a local craftsman from the manufactured type; Raleighs from the 1930s; World War II roadsters; a Dursley-Pederson dating from the turn of the century and a sociable tricycle from around 1880.



A bicycle with a child carrier, pictured at Maesteg Mid-Glamorgan around 1920.

The exhibition runs from now until March 31 at the Welsh Folk Museum, St Fagans, Cardiff.

For further details ring Deborah Cole on 0222 555105 or Christine Stevens on 0222 569441.

In brief...

- The East Anglia Tourist Board's travel trade show 'A Day Out' is being held on February 19 at the Mallard Park, Peterborough.

The event offers coach and tour operators the opportunity to get plenty of ideas and information to plan their 1991 excursions programme.

There are more than 90 stands, ranging from historic houses and vineyards to wildlife parks and theme parks

For more details contact Jackey Mayes, marketing executive, East Anglia Tourist Board, Hadleigh, Suffolk, IP7 4DN. Tel 0473 822922.

- The Heart of England Tourist Board has produced a special manual for group and tour organisers and set up a series of events where the trade can meet representatives of attractions and local hotels.

Operators and group organisers can meet hotel and attractions representatives at the following events:

'Excursions', January 17, Wembley, London. 'Days Out in Central and Southern England', February 2, Oasis Centre, Swindon. Heart of England Outings Workshop, March 2 (provisional date).

More details of the brochure and complimentary tickets for the events from: Rosemary Sanjar, marketing executive, Heart Of England Tourist Board, Woodside, Larkhill Road, Worcester WR5 2EF. Tel 0905 763436.

- A large majority of coach operators do promote visits to major cities outside London, and even greater number predict that such city centre tourism will grow.

Hull, Liverpool, Middlesbrough, Birmingham, Nottingham and Coventry are highlighted as destinations which sell, with four-star hotels at budget prices cited as a key factor.

More information from: Sally Deighan, marketing manager, Coventry Tourism, on

It's all happening in Hampshire

Seventeen separate attractions are one of the highlights of a new, free, travel guide just published by the Hampshire Borders Tourist office.

The guide includes full details of heritage attractions, family attractions, specialist attractions, modern shopping centres, sports facilities ranging from ice-skating and bowls to water skiing and dry slope skiing, theatres, restaurants, cinemas, arts centres and museums, as well as accommodation throughout North-East Hampshire.

There's an easy-to-read checklist for all the attractions.

Familiarisation trips of the area are being planned for travel trade representatives and group visit organisers.

Among the listed attractions are: the Airborne Forces Museum at Aldershot; Basing House, near Basingstoke; Birdworld at Farnham; Highclere Castle near Newbury; Stratfield Saye House, near Reading; Wellington Country Park and the Watercress Line at Alresford.

Further information from: Tourist Information Centre, Willis Museum, Old Town Hall, Market Square, Basingstoke, Hants RG21 1QD. Tel: 0256 811660.

Group guide is launched

Group rates at a choice of 210 tourist attractions and 163 hotels are listed in the South East England Tourist Board's Group Organisers' Guide for 1991/92.

The 88-page manual also includes restaurants, regional registered guides, local handling agents, coach operators and major events.

Thirty-eight of the attractions are said to have important new facilities for this year and there is also an easy-to-use map pinpointing all the attractions which should prove invaluable in planning a tour or excursion.

Copies of the manual will be distributed free to the travel trade and club secretaries who should contact: Sally Day, Travel Trade officer, S E England Tourist Board, The Old Brew House, Warwick Park, Tunbridge Wells, Kent. TN2 5TU. Tel: 0892 540766.

Afternoon Tea Tour

London's Horniman Museum is the setting for a new 'Afternoon Tea Tour' which combines the popular Forest Hill museum and guided tours of the nearby Dulwich Picture Gallery.

The Horniman Museum, founded by tea-merchant Frederick Horniman and given free to the 'people of London' in 1901, has a wide variety of displays, including the heritage of peoples from all over the world. There's a collection of masks and puppets; a collection of musical instruments; fossils, birds, butterflies and aquarium.

The attached gardens continue the natural history experience with their 15 acres

of natural flora and fauna. There are bandstand concerts in summer and a series of horticultural demonstrations and children's gardening.

The tours are available to groups of 15 or more by pre-booking and there are two tea menus available. All-in prices for the tour and tea are £6.20 and £7.40. Recommended time for the visit is 2 hours. The Museum is open Monday-Friday from 10.30am - 5.50pm, Sunday 2pm-5.50pm. Gardens are open during daylight hours.

More information from the Museum at 100 London Road, Forest Hill, London SE23 3PQ. Tel 081 699 1872/2339/4911.



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seen it, done it. Do not despair, help is
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A breath of fresh air? An unusual day
out? At last I have your attention!!
Read on...*

*Come and visit one of our Themed
Craft Fayres. 'Step back in Tyme' to a
bygone age where there is time to stop
and browse, where strolling minstrels*

*wander by and acting groups entertain
with gusto. See the Falconer, the
Longbowmen, knights and fair
maidens. Meet the Rat Catcher and sit,
somewhat sheepishly, and watch the
Punch and Judy man perform his
timeless act, with much loved
memories of childhood.*

*Visit between 125 and 200 of the
finest craftspeople from all over the
country, all dressed in costume, and
many demonstrating their skills; the
lady who paints intricate designs on
goose eggs, the blind basket weaver,
the skilled silversmith who will also
clean your jewellery for a couple of
pounds, to name a few. All of the crafts
are for sale from the craftspeople
themselves.*

*When the excitement is all too much,
seat yourselves upon a hay bale and
partake of a roll brimming with
delicious pig roast, or a home-made
doughnut, or maybe even a glass of
wine.*

*Don't waste any more time, pick up
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TE4

Romania - country of surprises

by Verite Baker

Romania certainly offers a holiday with a difference for the adventurous traveller - it's like no other country in Europe!

As soon as you cross the Romanian border, expect the unexpected! Your group may have their passports checked five times - officialdom is wary and since the collapse of the Ceausescu regime the strict Party guidelines on how officials should do their jobs have collapsed.

But don't worry, tell officials what you want, their faces will break into smiles and you'll discover that Romanians are some of the most hospitable people in the world.

It's worth having a guide meet you at the frontier (they cost about £14 a day) but pay for their accommodation yourself or they'll get inferior rooms.

Roads are pot-holed but adequate, and coaches could go on the white roads in my Europa Touring Guide as long as you remember that dogs, goats, sheep, pigs etc have right of way and the local farmers don't like having their dinner killed. Passengers will love the rural scenery, particularly the local shepherds who wear huge sheepskin coats and tall, conical hats.

Your guide will ask if the group wants to see inside a peasant's house and you'll be invited in to meet the family. Every room, including the kitchen, will have a bed in it, but no paint or wallpaper. At the end of the visit you'll probably find another example of amazing Romanian hospitality in the form of a bottle of home-made wine.

As you drive into town you can see the candles flickering in the shrines dedicated to those who died in the Revolution, and the first signs of the Ceausescu regime are the forest of cranes on every skyline.

Hotels are adequate, with five-star classification equivalent to our four-star. The



Romanian dancers demonstrate the traditional stick dance.

Hotel Intercontinental in Bucharest is the most expensive and the best in Romania and the prices are reasonable. Prices are very negotiable - deal direct with Marin Stancu at the hotel or Romanian Holidays who are expert ground handlers.

The Continental is less expensive and is a charming Victorian building with lovely rooms and a delightful restaurant in the courtyard. Quoted prices were £31 for a twin, but subject to negotiation.

If your passengers want to go out at night in Bucharest, tell them to take torches. Electricity is too precious to waste on street lighting and the pavements are in poor repair.

The City sightseeing is varied and ranges from the mystical fervour of the religious paintings covering every wall of the Cathedral to, the monstrous modern People's Palace. This 1,000 room building has superb carved marble pillars, marble floors, massive chandeliers and carpets in rooms that could take up to 4,000 people.

North of Bucharest lies Sinaia and, on the way, your

group can visit the Satuli Museum which has examples of the different styles of

Romanian homes from every part of the country. Further on is Snagov, containing one of Ceausescu's innumerable villas, and also Dracula's Tomb.

Sinaia is a lovely mountain resort with several modern hotels, and much cheaper than Bucharest. The manager of the International hotel certainly has a sense of humour - his dining room doesn't have the usual maitre d'hotel, but a Great Dane wearing sunglasses! As in all hotels, the food is good and plentiful, including Romanian style chips with grated cheese on top.

Nearby is the Palace Hotel, used by SAGA. There are plans to refurbish it and it is the nearest to the exquisite Casino, where you can see just what Ceausescu life-style was like. This building was kept almost exclusively for Elena's birthday.



Hotel Alpin in Poiana Brasov, a popular hotel with British coach groups.



Castle Peles - summer home of the Royal family.

Once a year she invited 400 party officials and diplomats to celebrate her anniversary and expected to receive furs, jewels and crystal from them. The building was refurbished every year, and down in the basement were 10 sets of tables and chairs for 400 - so Elena could decide on the theme she wanted each year and the appropriate furniture.

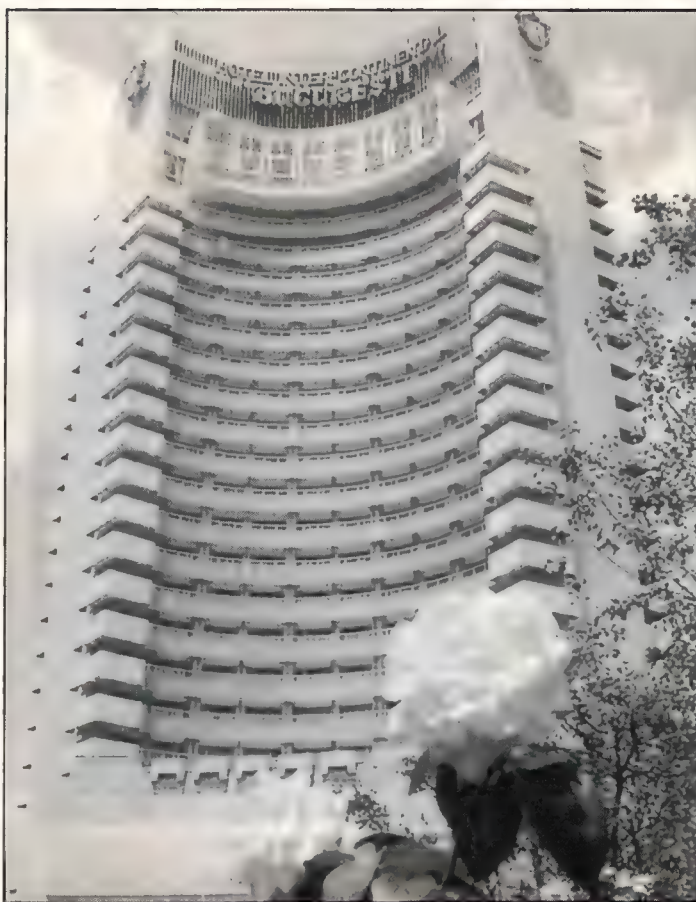
Just outside is Castle Peles, built by the first King of Romania, during the last century as his summer home. The castle was closed by the Ceausescus, but has just been re-opened to the public. Phone for opening times.

The legend of Dracula, created by the Victorian English novelist, Bram Stoker, was partly based on Vlad The Impaler, who had the endearing habit of inviting his enemies to sit on a sharp stake. Vlad is connected with the Castle Bran, known to tourists as Dracula's Castle, and well worth a visit. There's a 200 yard climb from the coach park, but the stores lift might be available for elderly passengers, if arranged in advance.

Perched on top of a crag, Castle Bran commands the approach to Vlad's kingdom. Built in 1377, it has secret staircase and windows, turrets, furniture dating from the 14th century and a wind organ which plays a tune by Offenbach.

In the middle of the Carpathian Alps is the winter and summer resort of Poiana Brasov, and plenty for coach groups from large modern hotels to themed restaurants. The resort has grown up during the last 20 years and hotels are on a massive scale. Some have indoor swimming pools and beauty parlours. There are plenty of people here working for relief agencies. Romania is still short of drugs and basic necessities. If your coach has spare capacity phone Princess Helena of Romania (in Durham) or Nick Adams in Romania, who are co-ordinating a massive relief programme. They will ensure that the supplies get to those who really need it.

Your passengers must have



The Hotel Intercontinental in Bucharest may look ugly, but it's earthquake-proof.

Europe Assistance or similar insurance. Romanian doctors are excellent, but they don't have drugs, pain-killers etc, so anyone injured is flown home.

AIDS is rife, TB has reappeared and, although the drinking water is excellent, there is no money for disinfectants. So ask for jabs from a reliable authority.

Tell passengers to take loo paper, razors and a small medical emergency kit. The best hotels have soap and towels, but take your own if going to an inexpensive hotel.

If you book through Romanian Holidays they will give you Visa Vouchers. If not, get them from the Embassy. In some areas you have to report a broken windscreen, so the police can authorise you to jump the replacement queue. Spares don't exist, so take your own or be prepared to draw what you want for a Romanian mechanic. Their skill is legendary.

Carry top insurance. The police are no longer sure of their role under the new regime and thieves take full advantage.

Garages are sparse and not all carry diesel, so your guide will arrange where to stop and how to jump the queue - Romanians wait up to two days!

Government shops in each hotel have blended whisky and Kent cigarettes. Take chocolate, biros, soap, make-

up, children's clothes and anything else you can think of to repay the hospitality that is lavished on visitors by the Romanians.

Virtually all prices are quoted in dollars and the official exchange rate is currently 35 lei to the pound. Hotels accept notes and credit cards, but restaurants (very cheap) generally accept only lei. Hotels will change money if you don't have time to go to a bank.

ROMANIAN FACTFILE

National Tourist Office
Mihail Dan 071-224 3692
Romanian Embassy for Visas
071-937 3902
Romanian Holidays
George Doros 071-602 7093
Romanian Aid
Princess Helen 091-373 0466

In Romania
Tel code 010 40
Ministry of Tourism
Nistor Moise 0 14 09 28
Maria Enache
0 53 51 76
Aid Distribution
Nick Adams Fax 452 50 41 73
Bucharest Intercontinental
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For further details telephone (0705) 296905

Celebrating in style

Top Northern open air museum, Beamish, is celebrating its 21st anniversary this year.

And there's a great line-up of exciting events planned for the coming months.

The Birthday launch is on March 27 and the celebrations will run until October.

There will be rallies for bicycles, motorcycles, vintage cars and commercial vehicles. There will be folk and brass band music for entertainment, a teddy bear's picnic, a beautiful homes and gardens exhibition and even the RAF is joining in with a static display of vintage aircraft.

For coach operators there's a special 'Beamish Birthday Bonus' - a promise to honour 1990 group admission rates through this summer. Operators who present the 'Birthday Bonus' invitation card with their first booking this year will have these rates guaranteed.

Beamish is a working example of what life was really like in the early 1900s. Set in 300 acres of woodland and rolling countryside are Home Farm, The Town, The Railway Station and the Colliery Village. Visitors can travel by tram or period bus into the living past.

The whole experience is authentic - from the buildings themselves, collected from all over the North of England, to the wallpaper in the parlour and the Shorthorn cattle in the fields.

Visitors can go to the solicitor, dentist or music teacher, quench their thirsts in the Sun Inn and even go down the mine!

WHERE: Stanley, Co Durham. Off A693 Chester-le-Street to Stanley. Three miles from A1 (M) motorway. WHEN: Now - March 22, 10am-5pm, closed Mondays; March 23-October 31, 10am-6pm; November 1 - 10am-5pm, closed Mondays.

PRICES: Birthday Bonus rates: adults £3, OAPs £2.50, children £2 for groups of 20 or more.

Further information from Trish Hall on 0207 231811.



Artist's impression of the foyer of the newly-refurbished Montague Park Hotel.

Women and children first

A newly-refurbished London hotel with special amenities for women and creche facilities for weekend guests, opens next month.

The four-star Montague Park Hotel in Montague Street, WC1, has spent £4 million on providing that touch of luxury for its 109-bedrooms and public rooms.

All rooms have security key cards, Judas eye and dead bolts on the doors and ladies rooms will have iron/ironing boards as well as en-suite facilities, full length mirrors, skirt hangers, satellite TV and 24-hour room service.

Said managing director, Kulbir Chandock: 'We wanted

to create a modern, luxurious hotel, with old-fashioned values, where women feel welcome, safe and at home. We are also looking forward to having families as well as the corporate/leisure market.'

The hotel, which consists of nine Georgian house, originally built around 1815, has a conservatory bar where drinks and snacks will be served throughout the day and a French restaurant. Exercise/sauna rooms and a hairdresser are planned.

Full details from Mary Foster-Berry, 2B Neckinger Mills, 164 Abbey Street, London SE21 2AN. Tel 071 237 5193.

Big tourism drive by Colchester

The historic Essex town of Colchester is opening the new year with a major tourism drive and a package of tailor-made programmes.

And, later in the year, two major new multi-million pound attractions are set to open.

A newly-launched brochure contains 32 suggested places of interest, ranging from Colchester Castle and the East Anglian Steam Railway, to Purleigh Vineyards and Colchester Zoo.

There are also suggested ideas for one and two day themed breaks including East Anglia painters, Trains, Boats and Planes, and Medieval England.

June sees the completion of a major internal refit to the town's famous Castle Museum. The new displays will take visitors through a fascinating history trail of the town which will culminate in a dramatic audio visual recreation of Boadicea's marauding pillage in AD60.

A few months later, in September, a massive £3 million leisure centre, 'Sauna World', is set to open. The centre will also include a 1,200 seater multi-purpose sports and concert hall, a bowling alley, competition pool together with a choice of spas, brine pools, saunas and steam treatment.

Details of all the packages are available from: Jim Rodger, Tourism Development Officer, Tourist Information Centre, 1 Queen St, Colchester, Essex CO1 2PJ. Tel: 0206 712920.

Channel Islands brochure launched

British Channel Island Ferries has launched a special group travel brochure giving full details of the many special offers open to organisers of parties of ten or more planning to travel to the Channel Islands.

Ferry-only Saver Returns start from £35 return and there are excursion opportunities with special free places for

groups of 16 or more.

Guernsey Hoppers at only £17 per person return include an overnight sailing from Poole and six hours ashore the following day.

Jersey Mini-Cruises at £22 offer a full day in Jersey, with night crossings there and back. Optional add-on coach tours are available on both islands.

The company also offers

inclusive package Island breaks from £51 per person, including ferry return crossing and two nights' bed and breakfast. The company's Groups department can tailormake Island breaks for operators.

More information from the Groups Department, British Channel Island Ferries, PO Box 315, Poole, Dorset BH15 4DB. Telephone 0202 681155.



NATIONAL MUSEUM OF WALES

The Celts in Wales

Exhibitions and Events



MAIN BUILDING

Cathays Park, Cardiff

CELTS IN WALES

2 May - 29 September 1991

The exhibition will focus on the Celts from the later prehistoric period until the Dark Age (1500 BC until AD 1000). It will include a section on the history of the Welsh and Celtic languages and an actual-size reconstruction of a Welsh Celtic round house, together with displays of Celtic art, jewellery and Early Christian Monuments.

To accompany the exhibition there will be a full programme of events and activities, including a performance from the Mabinogi (amongst the best known Welsh myths and legends), evenings of Celtic music, craft demonstrations, etc

ROMAN LEGIONARY MUSEUM

Caerleon

ROMANS AND CELTS AT CAERLEON

14 - 16 June 1991

The contrasting worlds of the ancient Romans and the Iron Age Celts - at war and in peace - will be brought vividly to life in this three-day event



WELSH FOLK MUSEUM

St. Fagans, Cardiff

MAY DAY FAIR 3 - 6 May 1991

HARP CRWTH and PIPES

1 May - 29 September 1991

Early Musical Instruments in Wales

An exhibition of Welsh Harps will be held to coincide with the World Harp Festival which will be held in Cardiff in July, 1991

CELTIC FOLK FESTIVAL 22 June 1991

CELTIC FUN DAY 17 August 1991

HARVEST FESTIVAL 28 and 29 September

THE WELSH AND CELTIC LANGUAGES

15 October 1991 - 18 April 1992

The display will trace the fortunes of the Welsh language from pre-Roman times through decline to its current position of enjoying a considerable revival

ERECTION OF A CELTIC ROUNDHOUSE

October 1991

MUSEUM OF THE WELSH WOOLLEN INDUSTRY

Dre-fach Felindre, Dyfed

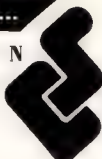
CELTIC DESIGNS ON TEXTILES.

FOR FURTHER INFORMATION PLEASE CONTACT DEPARTMENT OF PUBLIC SERVICES - MARKETING
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Copy deadline: 1pm Tuesday for Thursday's issue. Cancellation deadline: 11am Tuesday.

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Tel: 031 663 2272

DAF

1983 MB 200 DKFL EXECUTIVE with toilet, driver's bunk, TV, video, coffee machine, 44 seats (+ 2 spare), 45 tables, 191,000km, MoT April 1991. Offers over £38,000. Tel. 029 671 3201/3775. Howletts, Winslow, Bucks.

(15922/DAF)

1982 PRIVATE PLATE DAF BOVA EUROPA, 53 recliners, courier seat, continental door, curtains, radio, cassette, PA, system, power door, Webasto heating, recon engine 6 months, nice condition, £25,000 ono + VAT. Tel. 042 121 6628.

(16066/DAF)

FOR SALE, DAF JONCKHEERE P599, reg June '84, 51 recliners & courier, toilet, video, drinks, immaculate condition throughout, must be seen, poss p/x, £47,000 + VAT. Tel. (0347) 810327.

(16132/DAF)

DAF DHTD Plaxton, 57 seater, C Reg, MoT October '91, very nice tidy coach, ready to work. £39,500 + VAT. Tel. Roger Mott 0296 613831 (Aylesbury area).

(16104/DAF)

DENNIS

WANTED: DENNIS JAVELIN PLAXTON 3200, 11 metre, cash waiting. Tel. 06943 226 office hours. Ask for Mick.

(16068/DEN)

LAG

FOR SALE: CHOICE OF 2 Lag/Daf Panoramics, first reg 7.1.87 and 20.11.86. Both 49-seat recliners and courier. Double glazing, Webasto, sunken toilet, tea/coffee/soup making facilities, radio/video systems, etc. Both with approx 11 months MoT. £63,000 & £62,000 respectively. Brylaine Travel, Lincolnshire. Tel. 0205 364087.

(15996/LAG)

LEYLAND

1979 LEYLAND LEOPARD Dominant II, 53 seats, 8.3.79, MoT 8.5.91. £10,500 ono + VAT. Tel. 0664 77284.

(16071/LEY)

LEYLAND LEOPARD, 57 seater, MoT November 1991, Paramount front, lovely condition, £5,750 + VAT. Tel. (0388) 608180.

(16138/LEY)

1982 LEYLAND CUB, 31 seats, Duple Dominant service bus, low mileage, 7ft 6in wide, PAS, new test, £5,750. Tel. 069887 242.

(16008/LEY)

WARNERS BUS AND COACH OLDBURY BUILDINGS, NORTHWAY LANE, TEWKESBURY, GLOS

1979 MERCEDES, 12 seat, high roof, PSV specification, very tidy for year

1983 (REG) LEYLAND LEOPARD, Plaxton Supreme, 50 reclining seats.

1981 LEYLAND TIGER 245 ZF, Plaxton Supreme V, 50 reclining seats, etc. DoT 11/91.

1982 LEYLAND TIGER 245 ZF, Duple Goldliner, high floor, 50 reclining seats, double glazed, DoT 11/91.

1982 LEYLAND TIGER 245ZF VAN HOOL ALIZEE H, 48 reclining seats, double glazed, wc, TV, etc., DoT 12/91.

1986 LEYLAND ROYAL TIGER 260ZF DOYEN, 48 reclining seats, double glazed, wc, TV, etc.

The above represent a selection of tidy vehicles used on holiday tour work.

No prices given but sensible and realistic offers accepted.

Part exchanges considered

Contact Richard or Nick Warner on (0684) 292108

All viewing by appointment to save disappointment.

(16040/LEY)

LEYLAND



LEYLAND LEOPARDS CHOICE OF SIX

1978. 12 months MoT.

Fresh new all white respray.
Free 2nd colour can be added.
Cherished numberplates inc.

TAPPINS COACHES (0235) 819393
STATION ROAD, DIDCOT, OXFORD

(16110/LEY)

ONLY ONE LEFT 1985 LEYLAND TIGER CARIBBEAN

48 seats to Rapide specification.
All with current MoT.s

£29,500 + VAT ono

For further details and viewing
please contact Engineering Dept

(0492) 592111

(14631/LE)

1982
(Private Plate)

LEYLAND TIGER 245 DOMINANT III

Superhigh Executive.
Ticket to February 1991.

£16,500 + VAT

for quick sale

Telephone: 031 666 0857 or
0836 588331 (Edinburgh)

(15967/LE)

1981 LEOPARD Plaxton Supreme, 50 recliners, tinted windows, power operated door, Telma, £11,500, or with 53 retrimmed seats, £13,500 - cheap clean coach. Tel. 061 477 3325.

(16032/LE)

Where have all the
Americans Gone?

Very reluctant sale of
our immaculate Oct. '89
(G reg)

LEYLAND TIGER 290-ZF
PLAXTON 3500 (4*)

Toilet, double glazing & video
etc.

Only 38,000, very sedate UK
touring miles with same
driver.

PRICE NEGOTIABLE
Plus

LEYLAND TIGER 245
PLAXTON 3500

1st reg: 16/6/83 Test: 17/5/91
Private plate ****RU

New engine Jan '90, toilet,
double glazing, water boiler,
49 recliners + courier.

Very reliable workhorse

£29,500 ono

(Leyland 57 seater considered
in P/X)

Tel. 0730 813237
(Sussex)

(16075/LEY)

MERCEDES

MERCEDES

1980, 608, 18 seater, MoT 9
November 1991, £5,500.

MERCEDES

1982, 608, 19 seater, MoT 4 July
1991, £7,500.

Both vehicles in excellent condition
for year.

JONES MOTOR SERVICES,
CLWYD
(03526) 2918

(16134/ME)

1986 MERCEDES 0303

Mercedes body, 49 recliners,
Webasto, WC, bunk, double
glazing etc..

£63,500 + VAT

PART EXCHANGE CONSIDERED

Tel: 0223 870220

(CAMBS)

(16086/ME)

1986 MERCEDES JONCKHEERE P99

77 seater, full specification
double decker. Excellent
condition. Ready to work.

A bargain at

£55,000 ono + VAT

Tel. Roger Mott on
(0296) 613831 (Bucks)

(16121/ME)

1988 MERCEDES 811 TURBO, Robin
Hood, 33 coach seats, curtains and
tints, 100,000 km. £27,000 ono + VAT.
TEL: 061 477 3325

(16031/ME)

1985 MERCEDES 608D

21 seater midi coach, c/w
Radcliff Welfare lift, Devon
conversion, 92,000 km
from new, MoT May 1991.

£11,750 + VAT

Tel. 08687 47258

Fax 08687 40441

(16072/MER)

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**AUGUST 1983
NEOPLAN CITYLINER**

49 reclining seats/courier seat, WC,
TV/video, hot drinks, excellent
condition, any inspection welcome.

£42,500 + VAT

Tel. (0928) 564515

(16043/NE)

**NEOPLAN SKYLINER**

Double deck, 1984. New 12 months certificate
of fitness, blue interior, white/orange/blue
exterior, very tidy vehicle, Mercedes Benz
V12, with 6 speed ZF gearbox. Part exchange
considered.

£45,000 + VAT

Tel. (0928) 564515

(16041/NE)

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**1989
LEYLAND LYNX**

49 seater, new MoT. Part
exchange considered,
preferably double decker.

£57,000 + VAT

Tel: 0223 870220

(CAMBS)

(16085/SB)

VOLVO

C REG 1985 VOLVO B10M LDM
CAETANO ALGARVE, toilet, hot
drinks, video/TV/radio/PA, rear o/s
continental door, 51 rec seats, test
July 1991. **£50,000 + VAT. Tel. Derek**
0902 731768 (24 hours). (16064/VO)

**1985 VOLVO B10M GL
VAN HOOL ALIZEE H**

53 reclining seats, courier seat, aircraft-
type luggage lockers and double
glazing. Excellent condition, any
inspection welcome.

£47,500 + VAT

(0928) 564515

(16042/VO)

**VOLVO "FOR SALE" VOLVO
LEFT HAND DRIVE BUSES
VOLVO B59 - VOLVO B58
VOLVO B58 ARTICULATED**

Large qty available, all in good
serviceable condition, all can be
converted to right hand drive
All can be supplied as "chassis"
only to suit rebodying

All can be supplied "as is" or
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with "new vehicle" warranty



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HAMPSHIRE SO21 1JD, UK
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Fax (0962) 714868

(15449/VO)

VAN HOOL

1982. Van Hool Acron Executive. Ex-
cellent condition. bargain at **£28,000 +**
VAT. Tel. 0248 670530. (16107/VH)

VOLVO

**1980
VOLVO
VIEWMASTER
B58**

44 recliners, toilet, coffee
machine, wired for TV and
video. Excellent condition.
First to see will buy.

£22,950

Tel. Barry on

0978 841661 (daytime)

or 0978 845566

(evenings).

(16065/VO)

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MATCHMAKER**

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help you to find the coach of your dreams. Give us a call if you'd
like to meet any of the models listed below.

TAKE YOUR PICK...

Year	Model	Seats	Price
1988	Leyland Tiger 290 Junc. P50, TV/Video, WC, Air Con.	48	£85,000
1988	DAF 2300/Duple 340, TV/Video, WC, Radio/PA	53	£65,000
1987	Mercedes/Plaxton 3500, TV/Video, dem. WC	55	£76,000
1987	DAF/Caetano 11.6, Radio/PA	53	£73,000
1985	Neoplan Skyliner, TV/Video, WC, Kitchen	77	£73,000
1983	Bristol LHS/Plaxton 3500, Radio/PA	33	£21,000
1983	DAF/Plaxton 3500, Radio/PA, Side Lockers	51	£42,000
1982	DAF MB 200 DKTL/Junc. WC, TV/Video, Radio/PA	53	£39,000
1982	MAN SR 280, WC, Kitchen, Radio/PA	48	£35,000
1980	Leyland Leopard/Duple Dom II, Radio/PA, new COF	51	£13,000
1978	AEC/Plaxton, Radio/PA	53	£ 9,000

Setras

1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£113,500
1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£108,500
1983	S 215 H, Kitchen, TV/Video, Radio/PA, warranty	49	£ 48,000
1983	S 215 HD, Kitchen, TV/Video, Radio/PA, Warranty, choice of 2.	49	£ 62,500
1982	S 215 HD, Kitchen, TV/Video, Radio/PA, Warranty	49	£ 55,000

New vehicles available ex stock for next season plus limited
number in build. Just ask for list.

Please note: Year of registration does not necessarily denote year
of manufacture.

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Lincoln, LN6 3RS. Telefax: 0522 500118 (16087/SE)

VOLVO

**1985 VOLVO B10M IRIZAR PYRENEAN**

49 seats & courier, centre sunken toilet,
Continental door, drivers bunk, double glazed,
radio/PA, TV/video, coffee machine,
MoT May '91, reconditioned inside and out
and painted in 2 pack white **£49,500**

**COACH AND
MINIBUS
RENTAL**
25p per km or
£220 per week
(Scotland only)

**P/X
TAKEN**

**VOLVO K19 G/BOXES
and CASINGS
AVAILABLE**

1983 VOLVO B10M Plaxton 3200, 53 seats, MoT
April '91, power door, radio, PA, re-panelled and
re-painted in brilliant white, lovely condition
£35,000

1979 BEDFORD YMT Duple Dominant II, 53 seats,
manual door, unlettered, red/white, MoT January
'91, radio, very nice inside and out, recommend-
ed **£8,500**

1973 BEDFORD YRT Plaxton Elite, 53 seats, man-
ual door, unlettered green/red, '500' engine, nice
inside and out, MoT August '91 **£1,950**

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CARFIN, MOTHERWELL
TEL: 0698 53845/861790

(33156/VO)

VOLVO

VOLVO B10M, 48 recliners, Telma, toilet, Webasto water boiler, fridge, driver's bunk, splitter g/box, ferry lift, television, video, MoT December 1991, £30,000 ono. Tel. (0532) 492999. (14630/VO)

1981 Volvo B10M Jonckheere Bermuda. Excellent condition. Full spec. £27,000 + VAT. Tel. 0248 670530. (16108/VO)

1982 B10M VAN HOOL ALIZEE, 48 recliners, centre sunken toilet, video, boiler, excellent condition, new MOT. £38,000 + VAT ono. Arvonias Coaches. Tel. (0286) 5175 or 77858. (16077/VO)

1988 (E) VOLVO B10M Plaxton 3500 Executive coach, 47/53 r/seats, toilet, servery, side windows, blinds, MoT 18.12.91, immaculate condition, £77,950. P/X possible. Roger Hill, Congleton. Tel. (0260) 276067. (14633/VO)

1988 E REG VOLVO B10M PLAXTON 3500

Executive coach, 47 or 53 reclining seats, centre toilet, servery, continental door, blinds to side windows, courier seat, immaculate condition, MoT December 1991.

£78,500 + VAT - would consider part exchange.

Tel. (0260) 276067 or 273543 (15994/VO)

1979 VOLVO B58 DUPLÉ DOMINANT II

57 seater, private plate, Telma, good tyres, all round very good condition, MoT July '91.

£13,900 + VAT

Tel. (08055) 203 (Devon)

(15960/VO)

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FULL STAGE SPECIFICATION CARLYLE BODIED MINIBUSES WITH CURRENT PSV

1985/6 'C' TRANSIT 16 seat, from ... £4750 1987 'D' SHERPA 20 seat, from ... £5950
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★ TWENTY-FIVE SEATERS ★

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1988 Manual from £14,950

1990 Automatic and Retarder from £24,950

★ HIRE PURCHASE ★ LEASING ★ CONTRACT HIRE ★ PERSONAL LOAN FINANCE ★

Contact Andy Greenway for full details and this weeks stock list.

All prices are subject to VAT. The year quoted is the year of initial registration. Offers are subject to availability. Carlyle Bus Centre is a Licenced Credit Broker. Finance is subject to status.

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Fax: 021-454 5356.

M - 2 - M

EX-STOCK

LEYLAND DAF 400 SERIES

2.5 litre diesel, 5 speed, 16 high back Capri seats covered in moquette and set on tracking, full length luggage racks with drivers locker, electric intake/extract unit, lift-up roof vent, Blaupunkt stereo radio/cassette + 4 speakers, saloon heater, tinted windows, wheel trims, decorative curtains, dropped passenger entrance step, C.I.F., 12 months Road Tax

£15,200

EX-STOCK

MERCEDES 709D COACH

26 high back Capri seats set on tracking and trimmed in moquette, soft trim interior, Armourflex floor covering, full length luggage racks with drivers locker, lift-up roof vent, electric intake/extract unit, dim/bright interior lights, saloon heater, Blaupunkt stereo radio/cassette + 4 speakers, bronze tinted windows, moulded side skirts, bolt-on wheel trims, interior - red/grey, exterior - white, C.I.F., 12 months Road Tax

£25,000

EX-STOCK

TALBOT 1000

12 seater, moquette seats, soft trim interior, Armourflex floor covering, radio/cassette, dim/bright interior lights, intake/extract unit, bronze tinted windows, Certificate of Initial Fitness, 12 months Road Tax, 1.9 litre diesel engine

£9,500

COMING SOON - EXTRA LONG WHEEL BASE FORD SHUTTLE BUS/COACH

20 high back Capri seats by Kustombuilt, all forward facing, full height entrance door and gangway, Armourflex floor covering, lift up roof vent, electric intake/extract unit, full length luggage racks with drivers locker, Blaupunkt stereo radio/cassette + 4 speakers, saloon heater, tinted windows, wheel trims, decorative curtains, C.I.F., 12 months Road Tax, power door, air suspension, power steering, illuminated destination equipment with winding gear, ticket table.

£20,000

EX-STOCK

MERCEDES 709D COACH

24 high back Capri seats set on tracking and trimmed in moquette, large dropwell boot, soft trim interior, Armourflex floor covering, full length luggage racks with drivers locker, lift-up roof vent, electric intake/extract unit, dim/bright interior lights, saloon heater, Blaupunkt stereo radio/cassette + 4 speakers, bronze tinted windows, moulded side skirts, bolt-on wheel trims, interior - red/grey, exterior - white, C.I.F., 12 months Road Tax

£25,700

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(16076/MP)

MINIBUSES

**1987 E REG
MERCEDES 609D
REEVES BURGESS**

23 coach seats, one owner,
tested till Dec '91, rear boot
luggage racks, manual
door

£17,500 + VAT

**Tel: 0993 771 445 (Day)
0993 844 377 (Eves)**

(16073/MB)

**MERCEDES 609/709
E & F REG**

Reeves Burgess & M-2-M
Bodies. 21 to 28 seater,
MoT June 1991.

Choice of four.

Prices on Application.

1989 F REG

Renault Master T35, 14 soft
covered seats.

£11,000 ono + VAT.

Tel: 081 759 2778

(16114/MB)

1982 MERCEDES 207D, 12 high-
backed seats, high roof, Whittaker
conversion, taxed/tested to May 1991,
finished all white, owned from new,
very clean, **£3,995 ono + VAT**. Tel.
(0925) 221792 (day) or (0925) 226334
(evenings). (15977/MB)

**1983 Y REG FORD
TRANSIT**

Dormobile petrol 16 seater,
high backed seats, exterior
white/blue, MoT to May 1991.

£3,000 + VAT ono
Clintona Minicoaches
Brentwood (0277)
215526

(16135/MB)

1989 (G) MERCEDES 408D, Coachcraft
15 seater, MoT to July '91, skirts,
tinted windows, luggage racks, radio/
cassette, KL extractor/intake, power
steering, plain white exterior, **£16,500**
+ VAT. Tel. 061 789 6334 or (0204)
658249. (15989/MB)

**1986 D REG
FREIGHT ROVER
SHERPA 350**

Diesel, Carlyle conversion. 18
seater & 5 standees, MoT Oct
'91, soft trim to sides and roof,
electric door, low back
moquette seats. Choice of 4.

£4,600 + VAT each

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(16116/MB)

**1986 D REG
FREIGHT ROVER
PSV**

High roof, 16 high back seats, new
engine, excellent condition,
tested August 1991.

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(16088/MB)

1981 Transit 12 seater diesel minib.
All white. **£1,000 + VAT**. Contact Ian
Brown on 0869 232957. (16099/MB)

MINIBUS, 1989 (G) Leyland DAF 400,
16 seater, 14,500 miles only, many ex-
tras including TV/video, new certi-
cate. **£11,500 + VAT**. Tel. 0702 549893
(Essex). (15928/MB)

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brown vinyl, new CoF 12.12.91, no
rust, all white, new wings, tyres, radio,
new cam, **£1,750**. Please tel. 081 346
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**1986 FREIGHT
ROVER DIESEL**

Full spec, 16 high back seats
with armrests, 4-speaker
stereo, low step, tinted
window, curtain, soft trim,
luggage racks, PSV tested 1
year.

£6,900 + VAT

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(16105/MB)

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1982 NEOPLAN CITY LINER

Normal Neoplan specification, video,
coffee boiler etc, 49 seats, Mercedes V8.
POA

DUBRAVA

First registered 1.8.89. 49/53,
demountable toilet, full executive,
Mercedes V8.

POA

*All vehicles have speed limiters
fitted.*

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Part exchange considered

(15824/UN)

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(Southampton Ltd)**

*Due to new stock - have available
for sale the following vehicles:-*

1987 BOVA FUTURA 49/53 seaters,
demountable toilet, video, courier seat,
MoT's to March and April 1991. Choice of
two. **£62,500 each**

1985 LAG PANORAMIC 49/53 seaters,
demountable toilet, video, coffee machine.
MoT's to February and March 1991.
Choice to two. **£52,500 each**

1976 LEYLAND NATIONAL MK1, 49 seater,
new MoT. **£5,250**

1983 DAF 2300 HB GALAXY, 53 seater &
courier. Choice of two. MoT's to February
and November 1991. **£31,000 each**.

All plus VAT. All open to SERIOUS offers

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(16119/UN)

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**ROVER EUROPEAN
TRAVEL OFFER
FOR SALE**

1988 B10M Alizee. 49/53 re-trimmed seats, usual Van Hool spec.
MoT December 1991. **£77,500**

1986 B10M Plaxton 3500. 51/53 re-trimmed seats, double glazed,
Telma. MoT December 1991. **£65,000**

*Both above B10M's have full spec including video, drinks machine,
continental door etc.*

1980 B58 Plaxton 11M. 53 re-trimmed seats, new MoT. **£20,000**

1979 Leopard, Plaxton 11M. 53 seats, new MoT. Completely
refurbished with Paramount front, new rear end, seats re-trimmed,
all lower panels replaced. **£18,000**

*All above vehicles in superb condition, must be seen. Exterior dual
blue, cream and orange.*

For further information contact D. Hand on 045 383 2121.

(16117/UN)

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SALES**

1983 PLAXTON 3500 LEYLAND TIGER

EXEC, all white, as, to have new

MoT, **£29,500**

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PARAMOUNT front, in excellent

condition, new MoT in Jan, **£7,950**.

1981 LEOPARD PLAXTON, 48

Paramount recliners, toilet, TV, video,

coffee machine, ZF box, etc, etc.

Above average, **£19,950**.

1980 LEOPARD DOMINANT II, 53

seater, POA.

1977 AEC DOMINANT II, 57 seater,

MoT to June, **£6,500**

Part exchange welcome.

Finance arranged.

Tel. (0271) 865080 or

(0836) 345304

plus many more vehicles at

the ★ RIGHT PRICE ★

(16093/UN)

1977 FORD R114, 53 seats, Plaxton
Supreme, power door.
1972 AEC, 53 seats, Plaxton MkIV front.
1976 FORD R114, 45 seats Duple.
1977 MERCEDES, 45 seats.
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MkIV front.
1973 BEDFORD PJK, 29 seats, Plaxton.
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power door.
1975 FORD NORTHERN COUNTIES 20
seats, power door.
1969 BEDFORD J2, 20 seats, Plaxton.
1987 CITROEN 2 BERTH CARAVETTE.
1982 FORD TRANSIT petrol/LPG, 12 seats
Deansgate Regal.
*All the above vehicles have full or long
MoTs. All subject to VAT.*
ALSO
1969 BEDFORD PJK, 29 seats plus
quantity of spares.
1971 MERCEDES 0302, 45 seats, power
door, air suspension, rear engine.
(MoTs expired)

*Also sizeable piece of land with
approval for PSV operations. Small
garage used for PSV operations -
Durham area.*

Tel. 091 386 6844

(16136/UN)

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MOTORS LTD1175 ARGYLE STREET,
GLASGOWAll Mercedes 2 years warranty
or 200,000 kilometresNEW MERCEDES 709, 29 + 10 standees,
stock.NEW MERCEDES 811D. Executive, 24 seats, tables
v large boot, immediate delivery.NEW MERCEDES 811D. Coach Built 33 coach or
s/seats, wide ent., p/door, 10 stds, 2 weeks.NEW MERCEDES 814D turbo, c/b, 33 c/seats,
armrests, boot, full spec. Stock.NEW MERCEDES 609D, power door, 24 c/seats,
immediate delivery or 26 man/door, early delivery.NEW MERCEDES 814D, coach built, 33 luxury, power
swivel door, large boot, 2 weeksNEW MERCEDES 814, 33 a/rests, man door, l/spec
StockNEW MERCEDES 709, manual or auto, 29 + 10 standees
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NEW MERCEDES 609D, 24 c/seats, p/door StockNEW TRANSIT 20, power door, power steering, air
suspension, 4 standees Stock

NEW TRANSIT 16, Hi-roof, diesel, coach seats Stock

NEW TRANSIT 16, diesel, 5-speed, s/door Stock

NEW TRANSIT, 15 seats, 5-speed, diesel & petrol, stock.

NEW MERCEDES 709D, coach built, 29 + 10
standees, dest, glider door, £31,000 net. Stock.

NEW TRANSIT 15, diesel, automatic, early

NEW TRANSIT 14, diesel, 5-speed, luxury, stock.

NEW TRANSIT 16, diesel, power door, coach seats + 5
standees, luxury or service spec, 7 daysNEW TRANSIT 20, power door, plus 4 standees, diesel,
5-speed, choice coach or service seats StockNEW DAF 400, 15 coach spec, u/floor taillift fitted and
certified PSV, 3 weeks

NEW DAF 400, diesel, 16 PSV, hi spec, stock

NEW TALBOT 12, PSV, diesel, 5-speed, stock

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NEW MERCEDES 709D, 27 + 10 w/chair lift, 2 weeks

NEW MERCEDES 609, 18 seats or 4 w/chairs and lift.

NEW MERCEDES 609, hi-roof, 12, 14, 16 seats. Stock.

NEW MERCEDES 408, luxury, 15 and 16 seats, 2 weeks

NEW MERCEDES 410, luxury 16, 14 days

ALL OPEN TO
REASONABLE OFFERS

90 DAF 400, 16 luxury, PSV

90 TRANSIT, 16, side door, PSV, diesel

89 MERCEDES 609D, power door, low mileage

89 (G) TRANSIT, 14 PSV high back, diesel

89 MERCEDES 811, 33 coach seats, P.D. D.P

88 TALBOT PULMAN, 20 seats, power door

86 MERCEDES 608, 21 seats, long test

88 FREIGHT ROVER, 16, diesel, coach seats

88 MERCEDES 609, 25, power door, tested

87 MERCEDES 609D, 25 coach seats, tested

87 TRANSIT 12, Di, LWB PSV tested

87 TALBOT 12, diesel, 5 speed

87 (D) FREIGHT ROVER, 16 high back

86 OPTARE CUB, auto, 33 p/door & standees

86 (E) IVECO CAETANO, 24 ar door, dual purpose.

86 VAN HOOL LEYLAND, ZF, 53 rest, new test

86 DATSUN DIESEL crew bus, hi-roof, low mileage

86 (D) TRANSIT, diesel, 12 PSV, new shape

85 MERCEDES 608, 27 seater, new test

85 TALBOT, 14 PSV, diesel

85 (B) MERCEDES 608, 15 seats + underfloor
taillift, full PSV

85 TALBOT, 12, PSV, petrol

85 VOLVO ALGARVE, 49/53 toilet, video, new test

85 TRANSIT 16 Di coach seats

84 IVECO, 31 coach seats, power door, tested

84 DAF JONCKHEERE M6200, Exec 49 + video

84 TRANSIT, diesel, 15, non PSV

84 IVECO, 31 coach spec, new test

83 JONCKHEERE VOLVO, twin deck, exec, full spec

83 TRANSIT 12 LWB, Diesel, OD, new test

83 TRANSIT, 16 petrol, hi-back, £1,500 PSV
No test

83 DODGE R BURGESS, diesel, auto, 17 F door

83 VOLVO BERKHOFF, exec full spec

82 TRANSIT, 12 LWB, PSV, petrol, O/D £1,000

82 TRANSIT, 12 diesel, PSV, LWB, tested

82 MERCEDES, 21 seats, new test

81 DAF 200 Exec, 48 + TV, Alpha, new test Offers

81 MERCEDES, 207, diesel, PSV, 12 seats

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79 FORD 53 Plaxton, new test Offers

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77 NATIONAL, 10.8 + 11 mtr, new test

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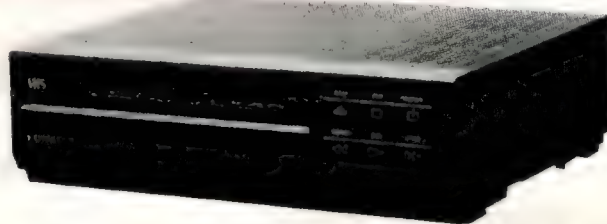
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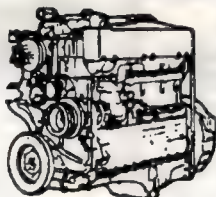
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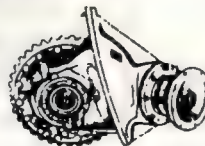
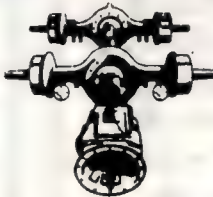
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The County Council is seeking tenders from bus and coach
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receive further information and tender documents should
contact immediately: County Planner, Essex County
Council, County Hall, Chelmsford, Essex CM1 1LF or
telephone Chelmsford (0245) 492211 Extension 51591.

Completed tender documents must be received by 1200
hours (noon) on 29th January 1991. Tenders received after
this date will not be considered.

R W ADCOCK
Chief Executive and Clerk

12 December 1990



Essex County Council

(15781/TE)

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(14444/CI)

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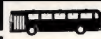
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